

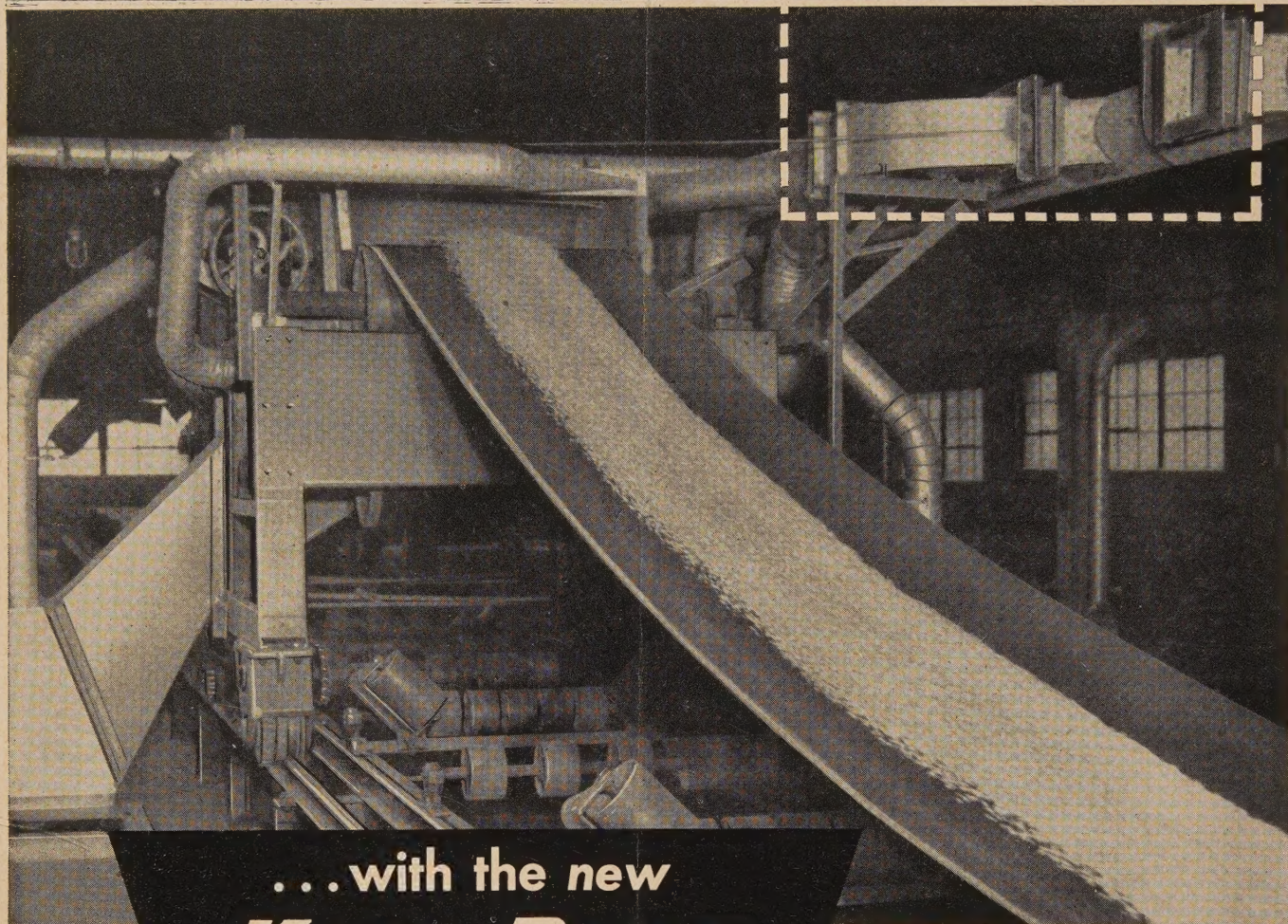
Part of conveyor gallery in Archer-Daniels Midland elevator, Decatur, Ill.

Grain

JULY 1950

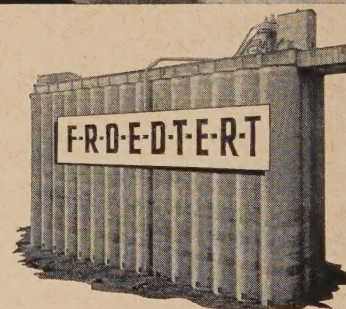
THE MAGAZINE OF PLANT MANAGEMENT AND OPERATION

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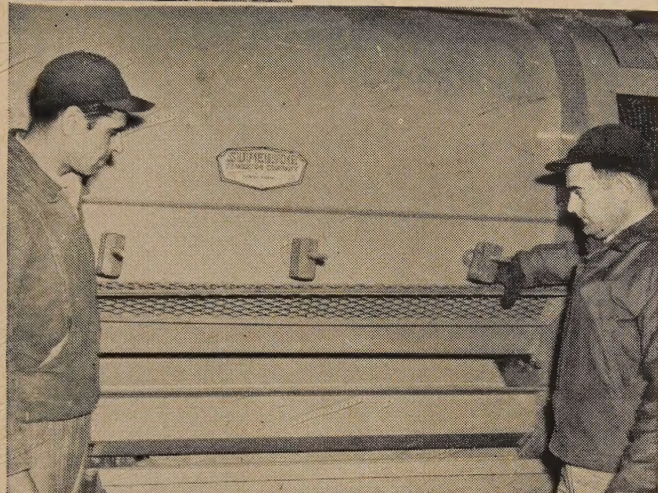
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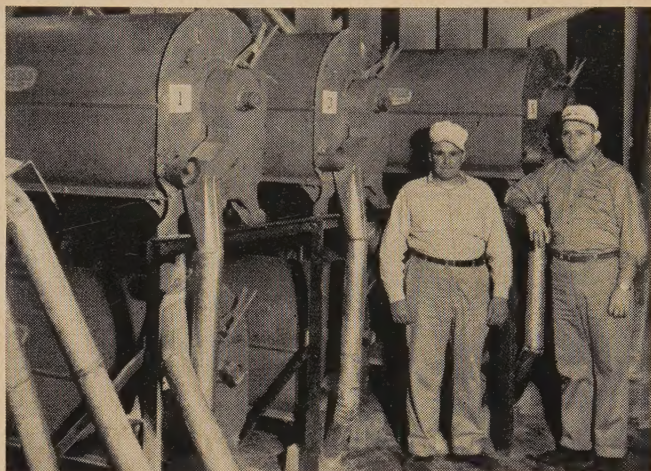
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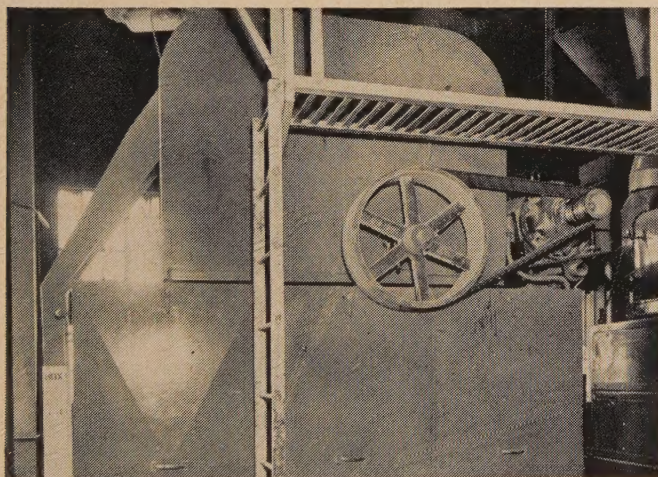
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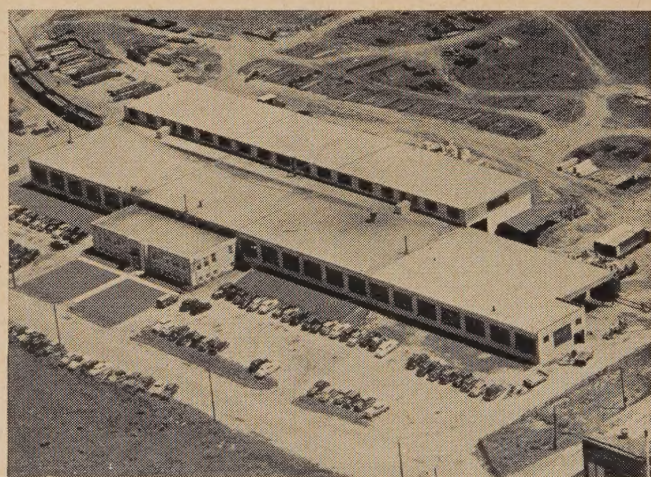
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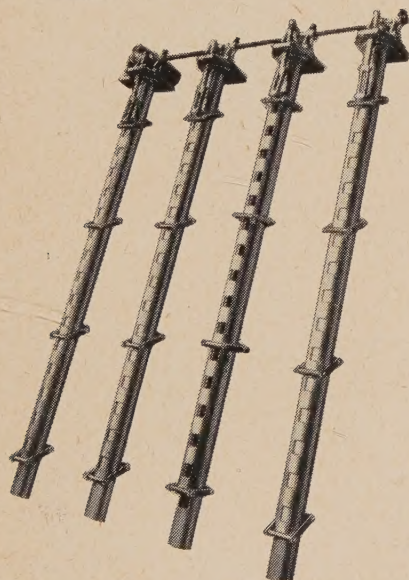
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Publication Office
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THE MAGAZINE OF PLANT MANAGEMENT AND OPERATION

DEAN M. CLARK, Publisher
NEWTON C. EVANS, Editor
FRANK J. SLEPICKA, Advertising
Director
H. M. DESCH, Circulation Manager

REPRESENTATIVES

New York (17) K. C. PRATT
50 E. 42nd St. MUrray Hill 2-3737
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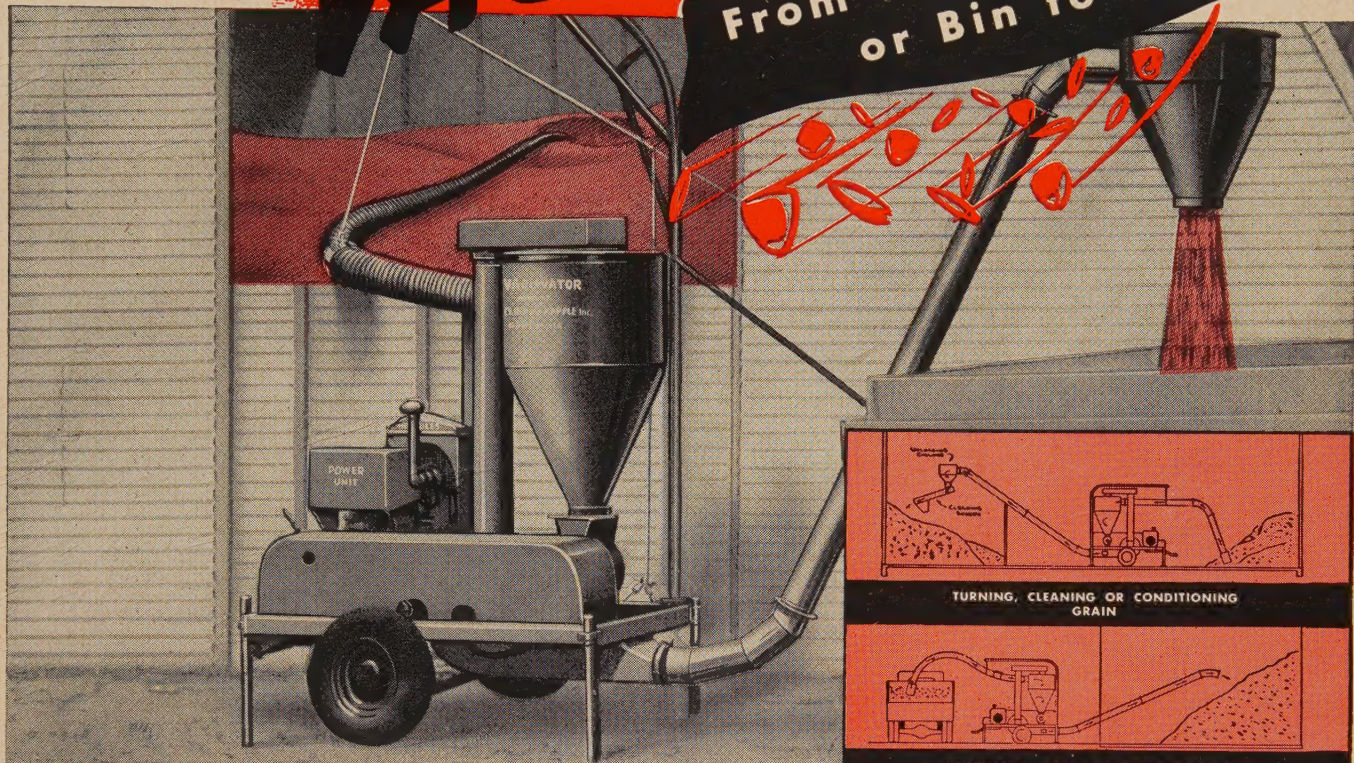
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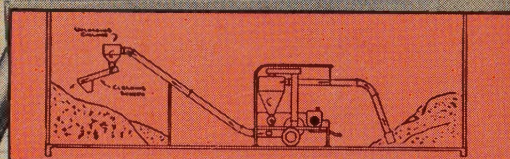
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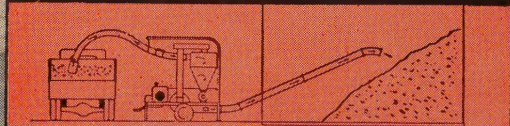
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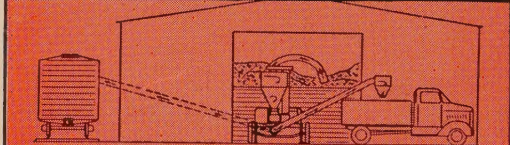
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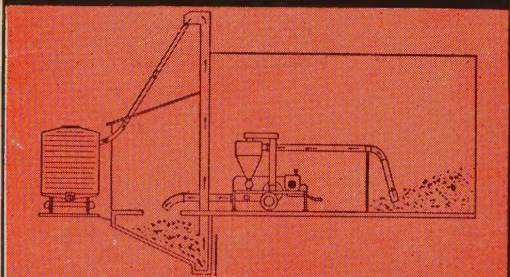
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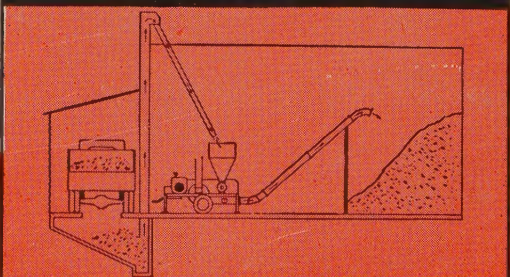
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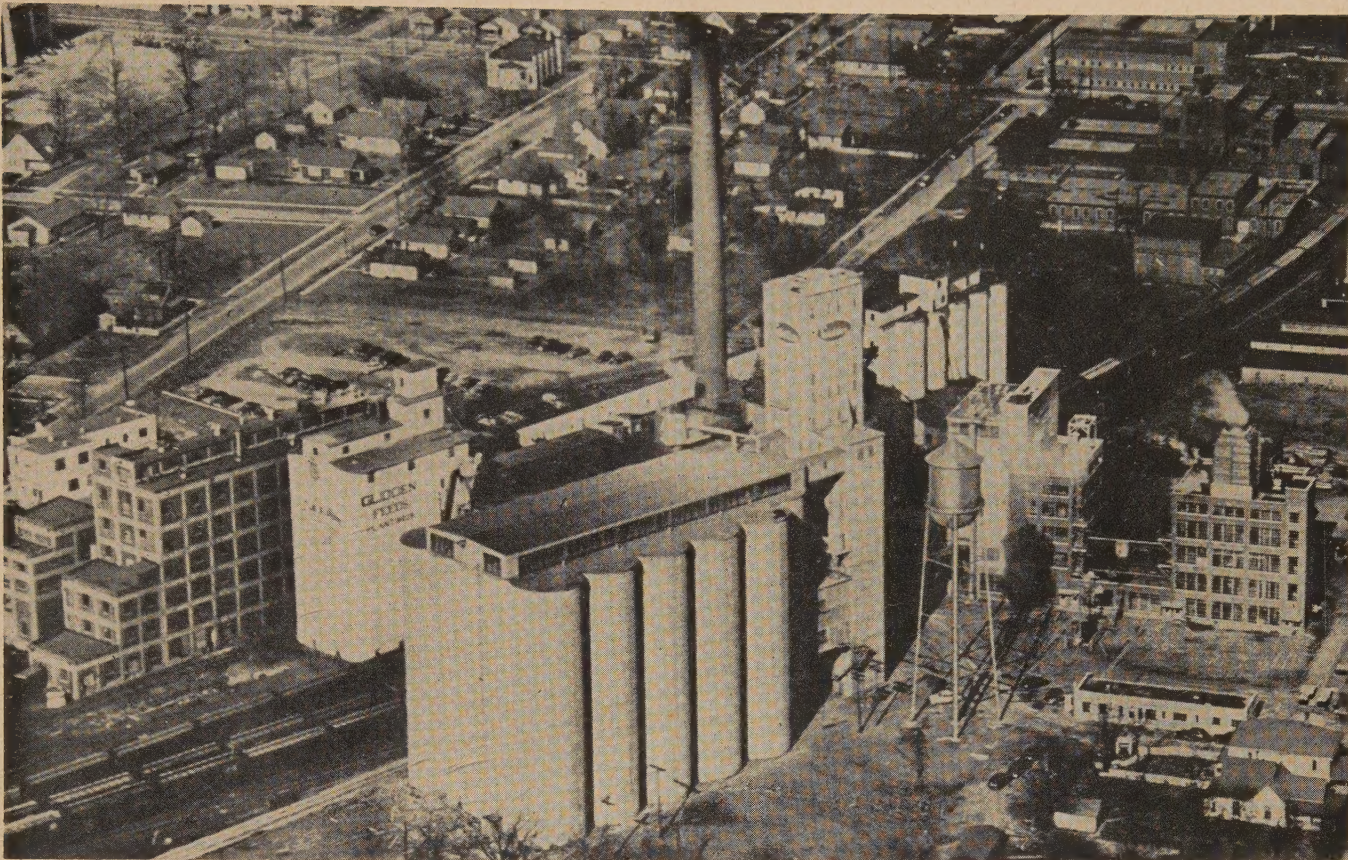
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The Glidden Co. plant at Indianapolis. New soybean extraction plant and storage in foreground with feed mill in rear

Glidden's New Soybean Extraction Plant at Indianapolis Has Many Unusual Features

By K. McCUBBIN and G. J. RITZ
Chem. Plants Div., Blaw-Knox Company

WHEN The Glidden Company on Feb. 6, 1950, dedicated its new soybean plant at Indianapolis, it formally introduced on a large scale the Blaw-Knox Rotocel to solvent extraction processing. The new plant was designed and built, and processing equipment was procured by the Chemical Plant Division of Blaw-Knox Construction Company (subsidiary of Blaw-Knox Company).

Actually in operation since early in January, the installation has tested up to and beyond the expectancy of the designers. With success already demonstrated through more than a year's service by the pilot Rotocel installation (a plant producing less than 100 tons per day), the performance of the Indianapolis plant may well establish a trend in future soybean plant design. Moreover, it is expected that the Rotocel design will be adapted to processing in other fields.

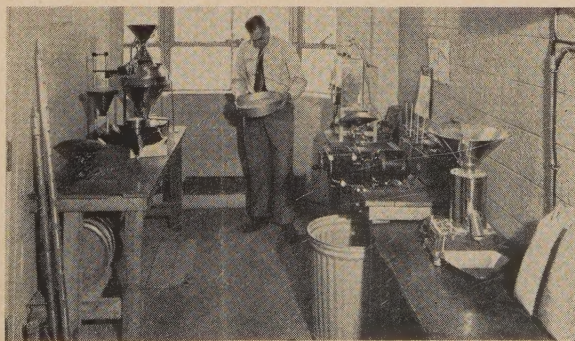
The new plant adds 250 tons per day to Glidden's soybean processing

capacity and is part of an extensive expansion and modernization program executed by this company since the end of the war.

When operated at design capacity, the plant will produce approximately 1½ tank cars of crude degummed soybean oil and 200 tons of 44% soybean meal each 24-hr. day. Much of the oil will be used for margarine production by Durkee Famous Foods, and the meal will be used in Glidden's mixed feeds, special products, and for bulk sale.

The new plant has facilities for bean sifting, cracking, conditioning and flaking; hull separation and pulverizing; solvent extraction and solvent recovery; oil desolventizing and degumming; meal desolventizing, deodorizing, toasting, grinding, sifting and bagging; and crude lecithin manufacture.

Many of these operations are performed in proprietary equipment developed by the contractor over a period of 12 years devoted to research on soybean processing, and these in-



In a corner of the laboratory, Elev. Supt. "Mac" Darling examines a sample of soybeans.

DAY — *Dust Control Systems*

KEEP THIS 12-STORY ULTRA-MODERN BREWHOUSE & ELEVATOR **DUST FREE!**

When the Miller Brewing Company of Milwaukee, Wisconsin, recently launched a 15 million dollar expansion and improvement program, one of three ultra-modern brewery buildings constructed was a combined brewhouse and grain storage building.

This 12-story structure has a capacity in excess of 300,000 bushels of grain, sufficient for 30 operating days. Movement of some 136,000,000 lbs. of grain through this 200-ft. high building is required to produce 2,500,000 barrels of Miller High Life beer annually.

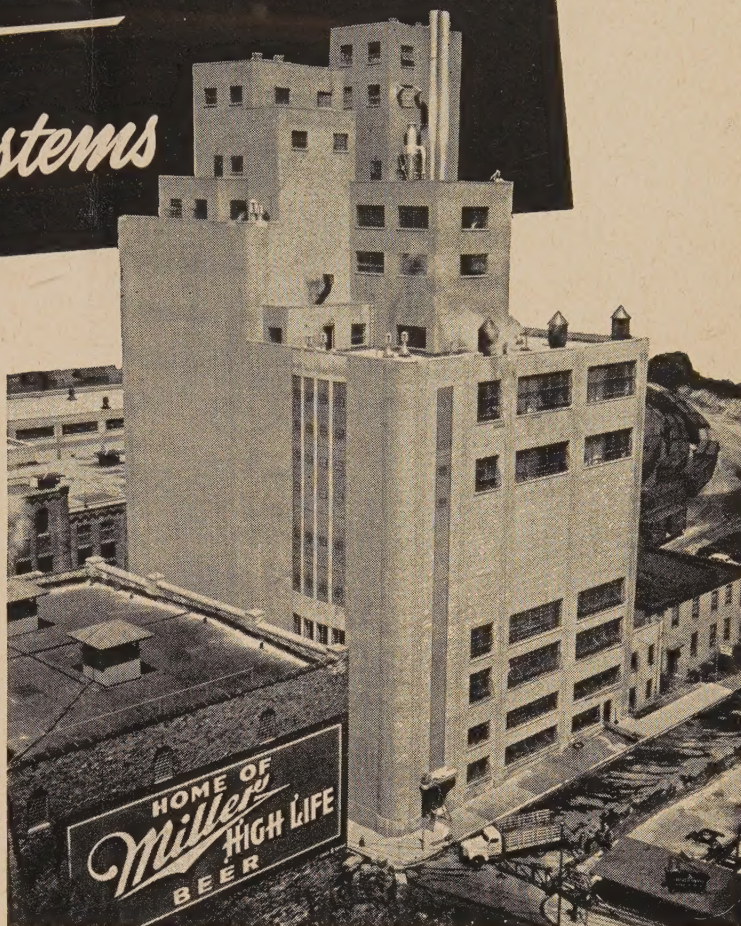
The control of grain dust and the elimination of dust hazards in this vast operation are of paramount importance. Therefore **DAY DUST CONTROL** was selected and **DAY** engineers designed and installed three complete systems in cooperation with Lawrence Peterson & Associates, Consulting Engineers, and John S. Metcalf Co., Contractors, for the Miller project.

Sources close to the expansion program say, "The equipment has seen service at the Miller Brewing Company for approximately one year and, to date, has performed very satisfactorily."

From Top to Bottom--

DAY SYSTEMS CONTROL DUST SOURCES

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The DAY Company engineered, manufactured and installed three complete dust control systems for this ultra-modern brewhouse and grain elevator recently constructed by The Miller Brewing Company of Milwaukee, Wisconsin.

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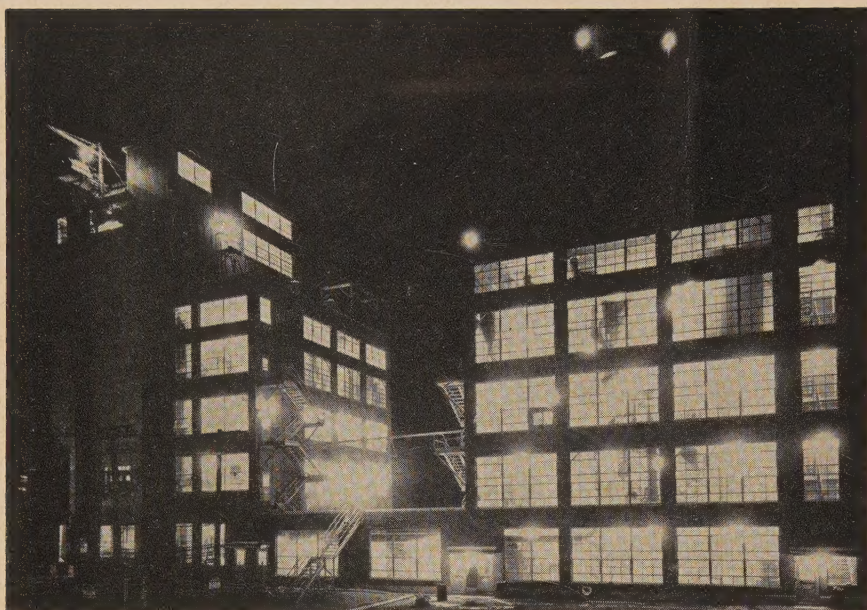
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Excellent lighting of plant is shown by this night view

by adding steam or drying with air as required. They are then fed to the flaking mills.

The flaking rolls are heavy smooth cylinders which flake the thermoplastic bean particles to a uniform thickness of about 8 to 10 thousandths of an inch (.008" to .010"). Air at room temperature is drawn through the flaking mills and the flake collecting conveyor. This air flow surface dries the flakes, insuring free flowing characteristics. At the same time, it prevents accumulation of moisture or moisture-wet fines and flakes in the system.

Extraction and Processing

The preparation of the beans is now complete and the flakes are ready for the extraction operation and subsequent processing, as shown in the flow diagram. As has been indicated, the flakes are transferred to a separate building for the extraction processing. They are fed to the Rotocel through a sealed conveyor, which is a liquid tight screw conveyor inclined with the discharge end higher than the inlet.

The miscella (mixture of soybean oil and solvent) from one of the extraction stages is circulated through this conveyor to form the seal, which prevents solvent vapors from backing up into the dry flake system.

An artist's drawing here reproduced shows the general method of construction of the Rotocel. Also a schematic diagram shows the piping and rotation.

Rotocel Operation

Structurally, the Rotocel consists of a closed tank, in this case 22 feet in diameter and about 12 feet high. Inside this tank there turns a rotor, which is made up of 18 compartments or cells for multi-step (in this case, six steps) countercurrent extraction. The bottom of the outer tank is

divided into compartments as shown on the diagram. In this way, the cells move clockwise to carry the flakes from inlet to discharge, while the miscella moves counter-clockwise and counter to the flake flow by means of stage pumps.

The full miscella is taken off at compartment two and is passed on to the solvent removal system. The circulation of miscella from compartment one to compartment two is a filtering action to remove the flakes

which sift through the screens during the agitation of the filling step.

The removal of the spent flakes from the cells is a rather unique operation. The screen bottom of each cell is hinged along the trailing edge while the leading edge is fitted with wheels which run on a track to hold the cell closed.

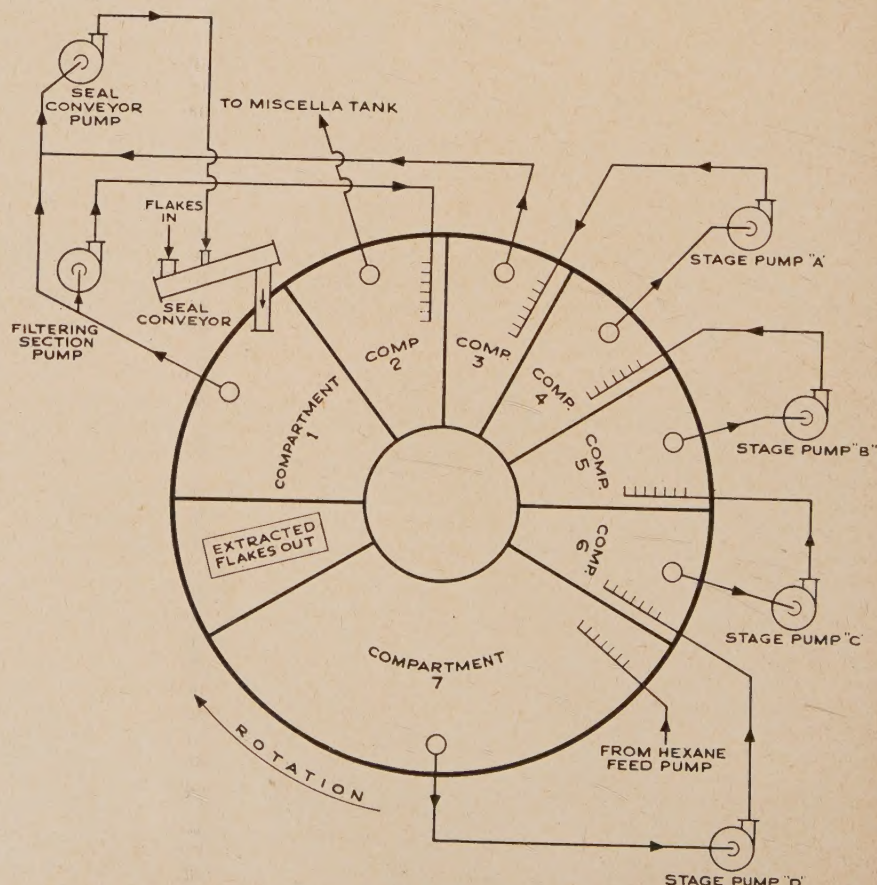
The opening of the gate is brought about by discontinuing the track over the discharge opening and the weight of the flakes forces the bottom open with sufficient drive to clear the cell of flakes. A sealed conveyor is not required on the discharge as any hexane vapors which move out of the extractor will be merely moving along to the hexane removal steps of the process.

Low Power Requirement

An amazing feature of the Rotocel is the low power requirement of its main drive, which consists of a ¼-horsepower variable speed gearmotor. The gearmotor drives the extractor at a very slow speed through a 1,200-to-1 reduction gear.

The total horsepower required for the extraction step in this 250-ton per day Rotocel including the stage pumps, is only 6¼ h.p. as compared to 12 h.p. for a corresponding vertical basket extractor, and, of course, much more for an expeller type plant.

The miscella is withdrawn from the extractor and passed through bag filters to remove any suspended flakes. In the first stage of solvent



Schematic diagram of Rotocel showing piping and rotation

removal the miscella passes through a heat exchanger, then through a rising-film evaporator, which operates at atmospheric pressure and removes the largest portion of the hexane from the oil.

The bottoms pass off through a flash-tank to a falling-film evaporator, which operates under vacuum. The bottoms from this step, now containing only a trace of hexane, pass through a separator to a packed stripping column. In the stripper the oil flows down through the column countercurrent to superheated steam introduced at the bottom of the column.

A vent system of ejectors and blowers pulls the solvent vapors through water-cooled and refrigerated condensers, where the solvent is recovered and returned to the process.

Degumming Soybean Oil

The oil from the stripper is crude soybean oil as normally produced in the conventional extraction plant. In this instance, it is subjected to an additional process step, degumming, before shipment. The gums (lecithin) are hydrolyzed with water and separated from the oil by two-stage centrifuging.

The lecithin-oil-water emulsion drops from the centrifuges into drums ready for shipment to Glidden's Chicago plant for further purification. The oil from the centrifuges is now degummed crude soybean oil and is weighed in a tank scale before transfer to the trackside storage tanks.

Returning to the extractor the process is complete by picking up the spent flakes and passing them through the desolventizing step. The desolventizer is a larger horizontal drum with a ribbon conveyor flight inside. This agitates the flakes as they pass through the drum so that the flakes are fully exposed to superheated solvent vapors which are circulated from the drum through a heater and then returned to the drum by a blower. The superheated vapors drive off the greater part of the solvent, which is removed through a condenser and returned to the process.

The flakes, which now contain only a trace of solvent, leave the vapor desolventizer and pass through a rotary lock into a vessel called the deodorizer. It is similar in construction to the desolventizer and it removes the final trace of solvent by treating the flakes with direct steam.

The next step is a toasting operation in which the spent flakes are pressure cooked with live steam at about 15 lbs. pressure. This step is very important because it breaks down the complex, indigestible proteins in the meal and makes the meal more palatable and nutritious, as well as more appealing in color.

The toaster in this plant is of Blaw-Knox design and special attention is given to the control of the



A special "bazooka" gun, shown pointing out of the office window, is used by the Allied Grain Co. in Phoenix, Ariz. for expediting the sampling of grain. Samples are transmitted through the "gun" to the office, where they are tested and graded in one operation, while the truckload of grain is being weighed. Another innovation is the two lights in the foreground, which the scale man can flash either red or green to control the movement of trucks to the scale platform. At the busy harvest season, the "bazooka" and the light control system eliminate much confusion in weighing, according to officials of the Allied Grain Co.

variables of time, temperature and moisture content, as well as of pressure. Close control of these variables is essential for proper toasting of the flakes.

After toasting and cooling, the spent flakes are returned to the preparation area. Here, concrete storage bins permit concentrating the meal grinding and loading into a 40-hour week. Meal grinding follows the modern conventional system; that is, two-stage pulverizing with screening prior to each stage and after the final stage.

The extraction process has a completely automatic control system with all extraction processing operated from a central instrument and motor control station on the second floor. The plant requires no special supplies of cold water but achieves low temperature cooling by mechanical refrigeration; the cooling water is recirculated and only the make-up for evaporation losses is added from the city water supply.

The plant is served by elevators with a capacity of 1,500,000 bus., and the overall installation forms an attractive landmark in the Hoosier capital city.

Among the advantages reported for the Rotocel extractor, in addition to the savings in capital equipment, are greater ease and continuity of operation and more complete extraction of the oil. The latter may be the result of the fully countercurrent flow of the solvent through the soybean flakes.

Opportunity may open a door, but it takes work to stay on the other side.

RAILROAD EXPENDITURES

Class I railroads in 1949 spent \$1,641,406,000 for fuel, materials and supplies of all kinds used in connection with their operations, the Association of American Railroads announced today. This was a reduction of \$541,925,000 compared with such expenditures made in 1948 and a reduction of \$267,803,000 compared with those in 1947. Expenditures in 1949, however, exceeded those made in each of the preceding 23 years prior to 1947.

The reduction that took place in the past calendar year as compared with 1948 and 1947 in expenditures for fuel, materials and supplies can be attributed in part to the reduced level of railroad operations in 1949 and in part to some declines in prices of railroad fuel, materials and supplies during the year.

For fuel alone, railroads expended \$564,159,000 in 1949 compared with \$833,040,000 in the preceding year. They also spent \$142,232,000 for forest products, compared with \$166,488,000 in 1948.

Expenditures for iron and steel products of all kinds in 1949 totaled \$454,079,00 compared with \$590,289,000 in 1948.

For miscellaneous products, including cement, lubricating oils and grease, ballast, electrical materials, stationery and printing, commissary supplies for dining cars, camps and restaurants, and many other items, expenditures of Class I railroads in 1949 totaled \$480,936,000 compared with \$593,514,000 during the previous twelve months.

Paper vs. Wooden Grain Car Doors

W. M. Christel (chairman): The first item of business on our docket was the status of paper grain doors versus the use of wooden grain doors. This is in response to the report submitted by a committee on this subject at the Minot meeting.

The use of grain doors has been a controversial matter for some time and there have been several conferences on this subject. The carriers' tariffs provide that they will furnish grain doors for bulk grain loading and if it has been proven to their satisfaction to use a certain type door, it seems that they should be privileged to do so.

Monetary Savings

We agree that the monetary saving in the use of paper doors versus wooden doors where the wooden doors can be and are reclaimed and used for several trips is questionable. However, the saving is considerable when cars are loaded to territories where wooden doors are not returned to the originating carriers.

The railroads, not unlike industry in general, are constantly seeking new economies and where the paper door is found to be economical their use will be continued.

All railroads in this territory have made careful studies as to the cost of paper compared to wooden doors and have been unable to reconcile the cost data which were submitted by your committee at the Minot meeting with the costs obtained by the carriers and still contend the savings to be substantial and warrant the continued usage to selected destinations.

Complaints Not Substantiated

In the Minot report it was stated that there is a serious complaint against paper doors because of the many hazards to grain shovelers and the other workers, who sometimes get badly cut from the protruding fragments of steel strappings.

Investigations on lines in this territory do not substantiate this allegation of serious or even minor injuries, as none have been brought to the carriers' attention.

The report further stated that the present paper door has very serious drawbacks upon installing them during low temperatures without preheating the paper. Improvements have been made, and further improvements are in progress that will eliminate this complaint.

It was suggested by your committee that the paper door could be fastened to a nailing strip which in turn is fastened to the door post making the removing of the strap much easier.

THIS is the report of the Railroad Contact Committee of the Northwest Shippers Advisory Board at a recent meeting at St. Cloud, Minn. together with incidental discussion. Opinions of elevator superintendents are divided on the use of paper (Signode) grain doors but many believe that they are here to stay and that proper handling and precautions will minimize objections. In our next issue will appear the report of the SOGES Paper Grain Door Committee delivered at the New Orleans convention.

This type of installation has been studied and has proven to be impracticable.

Investigate Car Delays

A further suggestion that the Car Efficiency Committee of this board should be authorized to investigate delays in car movements due to the use of paper doors. The Efficiency Committee needs no authorization whatsoever in investigating car delays. That's their job, and they're doing a good job. The committee has reported no delays due to the use of paper doors; neither has the carriers' investigation developed any serious delays on this account.

The committee suggested that the manufacturers of paper doors be persuaded to conduct further research in an effort to improve the doors and the installation thereof, so as to over-

come some of the present objections.

We have the assurance of the manufacturers and we know that that is being done and will continue to be done, and any suggestions by the shippers or receivers where these installations can be improved will be gladly accepted by the carriers, as well as the manufacturers of the doors.

Mr. O'Neil: As a matter of information for Mr. Christel and his committee in speaking of steel strapping on new paper grain doors, it might be interesting to know that the company which I represent is now experimenting with a paper grain door in using fiber tape in lieu of steel strapping. They are now working with manufacturers, the Signode Manufacturing Company, to try to perfect the paper grain door.

Mr. Christel: I knew that research was going on. That's why I mentioned there were improvements in those installations.

General Chairman Bishop: Thank you. Where are all the paper grain door partisans?

Ron Kennedy (then Secy. Minneapolis Terminal Elev. Assn., now Secy. Minneapolis Grain Exchange): I merely wish to announce that the Special Committee on paper grain doors considers itself still in existence, having not been dismissed, and willing and ready to hear all sides of the story for future meetings. We have no report to make here. I'm very interested to hear Mr. Christel's report. It will be carried back to the people in the committee which made the report before. I don't understand that the matter is considered closed. Isn't that right?

Mr. Christel: As far as we're concerned, it's closed, but we are open for future discussion.

Mr. Kennedy: Unless we receive new complaints or further information that should be brought before the floor, it's closed.

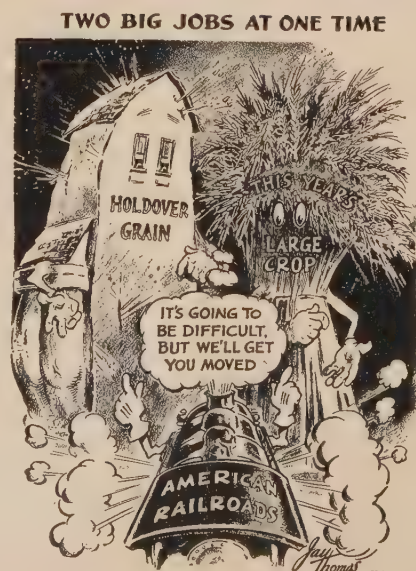
Mr. Christel: I'm perfectly willing to agree to that.

INCOME TRIPLED

Our national income—the sum of everyone's wages and other income, all added together—has tripled in the past ten years. It's now about \$220 billion a year, compared to only \$72½ billion in 1939. And some experts say we can boost it to \$300 billion before long.

\$4 MILLION FILING BILL

It was announced recently that the Federal government had spent \$4 million for filing cabinets in 1949. According to the Hoover Commission, many of the papers filed by government clerks are not worth keeping, and some, the Commission indicated, should never have been made out in the first place.





Presentation of a Service Award

The Service Award Program As a Factor in Grain Handling and Processing Employe Relations

By KELCY KERN

EMLOYERS in the grain industry have long recognized that keeping the individual employe contented, maintaining his attitude of loyalty toward employer and job, is not the least of many factors making for good labor relations. And, regardless of the grain handling and processing "labor problem" in its broader aspects, this question of maintaining a satisfactory close-range relationship between employer and employe is largely one for the individual employer to solve.

Several methods have been devised and used with success in recognizing and honoring length of service. It has been found that the practice of awarding service emblems is rapidly on the increase, and now usually supplements all other forms of recognition.

In the long, run, of course, all such projects result in increased production, fewer management "headaches", and better profits through greater efficiency, increase in production rate, and better quality work.

Service Rewarding Methods

In considering this highly important factor in good employe relations, the employer will want to weigh all methods. Recent surveys over a cross section of employing concerns (with 100 or more employes) have brought to light some interesting and useful ideas. For instance, the cash reward has been used by some employers, and, we know, cash is always welcome to the employe.

Yet, it has been found that cash awards are apt to be over-costly to the employer. Then, too, it is not always easy to establish a cash award or awards on a fair basis. And, the effectual "life" of the cash gift is usually short, once the employe getting it has spent the money. As a rule experienced employers prefer to tie-in cash awards with honorary emblems as a means of prolonging the "memory" of the occasion when both were presented.

The Gift System

There is, also, the system of gifts and the gift is a valuable award providing, of course, it is suitable, also

that it be tied-in with the emblem. Otherwise, the gift may serve only a limited time as a "live" reminder of the long service that earned it.

However, the giving of emblems for recognition, achievement or incentive is most effectual, say those who have used them over the years, is to make the practice an established project or program and to set up procedures which will insure the best long run results both to employer and employe.

The beneficial effects of such awards lie, to a great extent, in their being made as "public" as is possible; "public" in the organization among the receivers' own co-workers, and also in the community—which tends to establish the organization there as "good one for which to work".

Award Objectives

Accordingly the objectives of the employer must be:

- To gratify the pride of the employe who has earned recognition for continued service.
- To keep alive remembrance of the presentation among all fellow employes as well as of the recipient.
- To establish an incentive for other employes to gain similar honor.
- To bind the employe to employer and job — more loyally through this very human and voluntary act of signal recognition.

The awards program that has prevailed for years at Swift & Co. and which has attracted widespread attention in all lines for its success is described as follows by Harold F.

North, Swift, Industrial Relations Dept.:

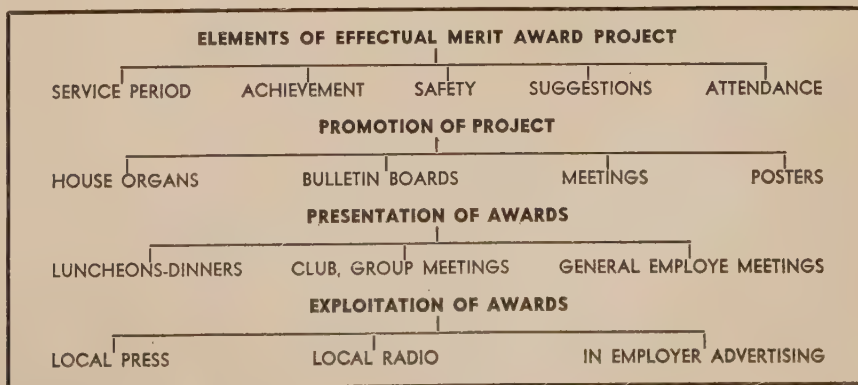
"Since 1938 when the Report to Employes edition of our *Swift News* was begun, we recognized length of service for Swift employes by printing the names in the report of those with 20 and more years of service. This proved popular among employes but offered only annual recognition of this kind. Of course, vacations with pay, increased illness benefits, non-contributory pensions, and other similar programs provide what amounts to financial recognition for long unbroken service.

"In the light of our experience with the publishing of names and recognizing that man lives "not by bread alone", we began to look for other ways to give service recognition. We sensed that man likes to feel that he is part of a team and naturally seeks some way to identify that association whenever the opportunity presents itself. Naturally the service pin offered the best recognition of this interest.

"It is our intention that each year the November edition of the *Swift News* will become the service recognition edition."

Great advances have been made in the design and production of emblems of this type and millions of them are now produced and distributed each year in American industry, education, transport, commerce, business, and hundreds of other fields of human activity where service and loyalty are to be recognized.

Let us consider some of the features



of such a program, based upon experience. In adopting such a program, even to a limited extent, or even on a trial basis, the employer is taking advantage of some well-established traits in human character. Because most workers of all types naturally take pride in their work and interest in achievement, largely to the extent to which it is not only recognized but rewarded.

Many employers are of the belief that emblematic awards, properly presented and with the best possible "promotion", may be counted among the most valuable techniques in building a sound industrial or employee relations program. (Suggested reading on this topic: "It's Still A Good Idea", American Publishers, Box 116, Utica, N. Y.)

Primary occasions appropriate for emblematic awards, may be summed up:

1. Recognition of seniority.
2. Length of service acknowledgment.
3. Quarter-Century clubs.
4. Seniority, in a section, zone or department.
5. Production, or accomplishment recognition.
6. Safety record.
7. Constructive ideas provided and/or suggestions made.

George Ogden, Vice-president American Emblem Co., with over 30 years practical experience working with award users, said to this writer:

"Certain users have found that, in some instances, such programs fail to succeed to the extent expected, and that is nearly always because of lack of a good program to properly "sell" the idea and to make the most of its application.

"To call an employee into the manager's office, for instance, to make a recognition award, man-to-man or woman-to-woman, accomplishes little, because, it is just as much the "other fellow" you wish to impress, the co-worker who is influenced to "go and do likewise" — after getting visible evidence that the boss really does appreciate good work and proper conduct, and is willing to openly acknowledge and reward it. Time and place of presentation is of much importance.

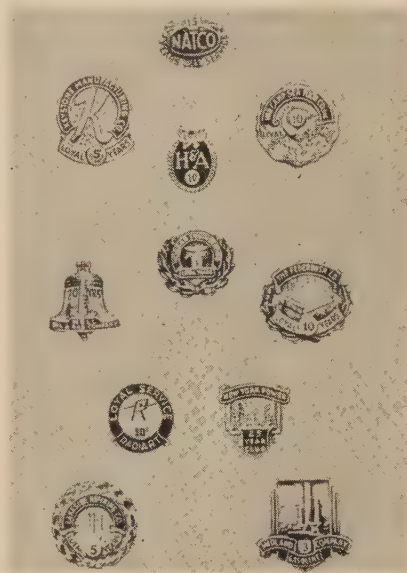
"One form of presentation is to make the occasion a luncheon or supper either with the whole organization present or those directly involved, such as departmental fellow workers. Experienced people in this work suggest that the highest possible official personally make the presentation and the citation clearly state exactly WHY it is made. At the same time, any future awards opportunities are also announced and department heads are encouraged to take the winners to lunch or otherwise entertain them as a means of accentuating the event.

"In some instances, employers have found it a good idea to project Kodachrome slides on the screen at

the time of presentation in order to accentuate the beauty of the emblem award.

"This is done, for instance, by The Tampa Electric Co. At the banquet celebrating the original establishment of their award program they projected slides on the screen and pointed out to their employees the finer details of the design and illustrated the various qualities of the emblems — the higher the year group the nicer the quality."

As the 5-year group were called up to receive their awards the 5-year emblem was thrown on the screen and similarly for the 10, 15, 20 and 25-year groups. Subsequent annual presentation observances are built up with propitious ceremony to enhance greatly the importance attached to



A few typical service and merit emblems

the award and at the same time make the occasion so enjoyable as to be once which all employees would look forward to with anticipation.

Recognition Vastly Important

For instance, the personnel award play for years maintained by The Armstrong Cork Company, and which is based upon scientific studies of all phases of the recognition award, has attracted widespread national attention in business, service and industry.

Concerning this employer's views on the method of presentation, Vernon W. Pitcher, Senior Personnel Assistant, Armstrong Cork Company said to this writer:

"The Armstrong Cork Company is convinced of the fact that the success of any business venture depends directly on the effectiveness of its organization. A personnel program must contribute to the effectiveness through policies and techniques which obtain and develop capable employees. An important part of our program is the provision of individual and group recognition to employees for their contributions to the organization and its objectives.

"We believe that employees as individuals or in groups have a desire for recognition as well as a right to receive such recognition".

"Of particular importance is the manner in which these various awards are presented for the mode of presentation can add significance to the award. Our service awards are presented by a member of top management in special ceremonies at annual banquets. Safety plaques are also presented at special plant ceremonies. Suggestion awards are always presented by the employee's supervisor and pictures of the presentation may appear in plant or company publication.

"Tangible evidences of recognition are valued highly by recipients. Of course, it is impossible to measure accurately the direct value to the company of these awards but the evaluation placed on them by recipients indicates their worthwhile place in our personnel program.

Performance

"In addition, there are other types of recognition received by employees — individual evaluation of each employee's performance, a record of the evaluation being filed in individual folders for use in selecting employees for promotion and thereby facilitating the elimination of departmental barriers to promotion; thorough training in preparation for the initial position or for possible promotion; assistance in case of death, disability or old age through carefully designed employee benefit plans; assistance in times of slack work which may occur in spite of careful forecasting of sales and scheduling of production; and others.

"In a social and political environment which stresses the importance of the individual, singularly or in groups, we believe there is a direct relationship between recognition and performance. Recognition given by any enterprise to those employees not only contributed to the overall effectiveness of the organization but also is consistent with the American philosophy of dignity of the individual".

Active Promotion

With respect to the active promotion of such awards, this may be said:

It has been found that, in many instances, little provision is made to publicize the event either in the organization itself or in the community, when, as a matter of fact, when an important local employer rewards those working for him, the fact is news in the community in which his organization functions. Every fellow employee, in direct contact or not, is interested and all employees have friends and relatives directly interested.

Very often such events are noticed on regional radio broadcasts and in the local newspapers. Even pictures of honored employees of an established business or service are used in the newspapers, and such events certainly are

"copy" for the organization's house organ and bulletin board.

Some Variations

There are, of course, numerous variations in such programs. For instance, some employers who have used the award system effectually over the years give attention to group awards. A banner or plaque may be awarded to such a group according to their group achievement — possibly along with individual emblems in the form of buttons and/or pins. The banner may be permanent or may be won by a competing department or group. All this, it is said, tends to establish a friendly rivalry among sections, zone, departments or groups.

With respect to the type of emblem best suited to various purposes, great improvements have been made in design and manufacture. There are pins and buttons of the less expensive type for the smaller organization and for more routine achievements, and more elaborate insignias, even some encrusted with gems, for such distinguished workers as the "60-year employee."

It is one thing, of course, for the employer to maintain an annual program of merit awards and another to use a good system of promoting it when it comes to a contest for performance on the job, for seasonal times, when the safety program needs stimulation, attendance figures show lag, or the rate of performance needs a boost.

On the whole, however, recognition and incentive awards especially in the form and including the emblem, have become an established procedure with many tens of thousands of employers in all lines of business, with anywhere from 150 to hundreds of thousands of employees each.

BOOKS RECEIVED

HOW TO BE HUMAN ON THE JOB. By Wallace G. Strathern. Published by National Foremen's Institute, Inc., New London, Conn., 56 pages illustrated. Price 50 cents.

For more than 20 years, Mr. Strathern has been instructing industrial personnel on the importance of and method for attaining good human relations. The presentation of the nine points in this booklet are taken directly from his course. The reader not only learns what to do but how to do it. The author's experience has shown him that this results in the students not only remembering the points, but carrying them out.

Mr. Strathern says, "More and more people in a supervisory capacity are becoming acutely aware of the need to be persuasive and human when they carry on the work of inducting workers, giving orders, handling grievances, and the many other phases of supervision."

ON THE SAFETY FRONT

Conducted By
CLARENCE W. TURNING, SOGES Safety Director

PLEASE GET REPORTS IN

Many safety reports are late this month. Members are urged to get those reports in immediately. The 6-months' standing in the Safety Contest is now being charted and it is imperative that ALL reports be received before publication.

THEY SAY, "MANY A FIRE IS HOT OFF THE WIRE!"

In other words, one out of every five fire losses in industrial plants may be traced to electrical causes — principally to the misuse and abuse of electrical equipment. Sub-standard installations, improper use and poor maintenance of electric wiring, motors, switches, lamps and heating appliances make up the bulk of this record.

THE POWER OF EXAMPLE

Read this, because it could happen in one of our plants. While greasing equipment, which was running, an employee lost the ends of two fingers. Naturally, the foreman, knowing that he had instructed everyone to shut down this type of equipment when it had to be greased, hit the ceiling.

Investigating the accident, he asked the employee why he had tried to grease the equipment while it was running. The employee replied: "I saw the chief engineer doing it."

Nothing is so infectious as example.

THIS TOO, COULD HAPPEN IN OUR PLANTS

In leaving a box car, a worker squatted down and placed his right hand on the car floor preparatory to jumping to the ground. At that instant his feet slipped off the edge of the car floor and he fell suddenly, catching his full weight on his arm and shoulder. He suffered a severe shoulder strain on his arm and shoulder.

The report ends with this statement: "This accident could have been avoided by using the ramp to gain entry, or exit from the box cars."

SAFETY CONGRESS

Oct. 16 to 20

Food Section Headquarters
Bungalow—Morrison Hotel
Chicago

The recommendation is all right for them, but in our case, what should the recommendation be, where you have no ramp. On some dock properties they use a short ladder. Can you suggest a better device or safer method?

SPECIFIC PROBLEMS PERTAINING TO OUR PLANTS AND PERSONNEL

The above was the heading of a chapter in our "Study Course" prepared 5 years ago. The members of our Safety Committee are now trying to bring this data up to date. Therefore, if you can describe any installations peculiar to grain handling plants, together with their hazards, and recommendations for overcoming these accident causes, let us have your ideas as soon as possible.

Our thought in stressing this subject is the fact that much material is available on the usual hazards of industry, but not much specific data on our own peculiar problems. Other industries having been carrying on such activities for years, with good results. The above items indicate some of the matters they are covering.

EQUIPMENT HAS NO SYMPATHY

The other day we heard of an employee of another company who stood a flat loading pallet up against a truck — for just a moment. Another man came along and moved the truck, and the flat landed across his foot.

According to our informant, this man ordinarily would have been wearing safety shoes, but on this particular day they were in the repair shop — so now he's home listening to the radio.

In such a manner do accidents happen. The machine or equipment you work with hasn't any sympathy for you. It will mangle or maim without any remorse. You are the boss only so long as you follow the correct rules to operate it. Keep alert and attentive and you'll keep that machine under control.

Truck handles — hoses — buckets — vegetables — bottles, paper cups, grease, etc., left in aisles may do a beautiful job of introducing some worker's nose to the cement department, or the back of his noggin to the lump department.

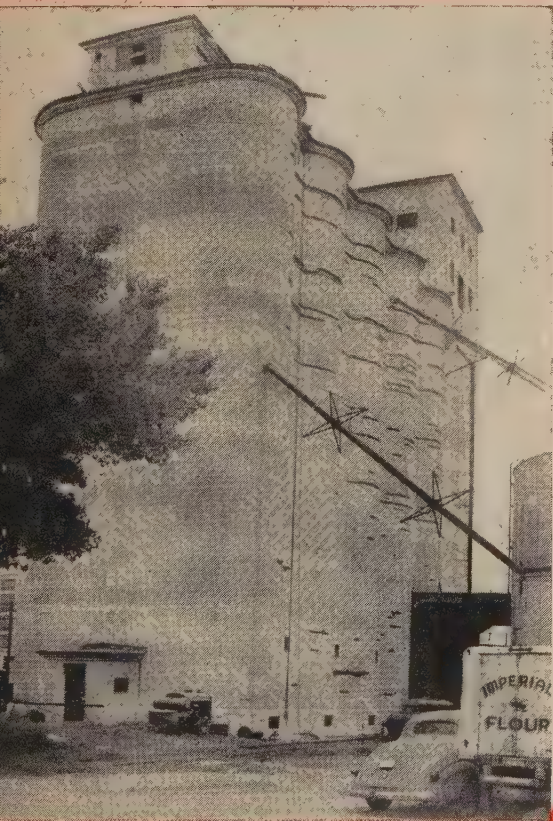
Careless piling of material may send you off to dreamland. You may

To **SUPERINTEND** the Destructive Power and the Explosive



AFTER

This beautiful completed job of restoration is a typical example of B. J. Many Co. work. All disintegrated concrete has been chipped out, cavities filled with Gunitite reinforced with mesh anchor bolted in place. The overall protective coating was then applied in four thick applications — it remains flexible.



BEFORE

This shows how the same elevator appeared before the Many specialists began the job. Moisture has deteriorated the facing, exposing steel to further rust which spalled off more and more of the original concrete.

CONSTRUCTION costs today make imperative a policy of **STRUCTURAL MAINTENANCE** and **WEATHER PROTECTION** that harnesses every scientific safeguard.

Moisture is the wrecker of grain elevators. All the works of man are eventually destroyed . . . only in desert areas is their survival time extended.

With concrete, deterioration is **caused** entirely by one thing — water . . . and water results in freezing and thawing, corrosion of the steel, excessive expansion and contraction, in combination with destructive chemicals in the air to develop acids of decomposition, rust and other mineral oxidation. Grain elevators have the added stress and strain of varying loads which cause irregular cycles of expansion and contraction.

Rust has the almost explosive power of 230% expansion! Structural steel buildings and also reinforced concrete are subject to this irreparable destruction. These inevitable, relentless, inexorable forces must be met. Only by eliminating the **cause** — moisture — can the life of these structures be maintained for more than a few years.

The B. J. Many Company is known nationwide among companies with billions of dollars invested in great structures—grain elevators, railroads, bridges, tunnels, dams, factories, office and institutional buildings, for its skillful and thorough scientific methods of weather protection for concrete, steel, brick and other works.

B. J. MANY CO.

Specialists in Brick and Concrete Restoration and

30 North LaSalle Street

ENTS Who Know Power of Moisture Power of Rust...

One of the early engineers in the modern weather protection field, the B. J. Many Company, were among the first to recognize that concrete and mortar deterioration is caused by only one thing — water. The Many IN-FILTRO system is now recognized as the best practiced in concrete and mortar weather protection. Scientific laboratory tests by the Robert W. Hunt Co. show this method far superior to any other for masonry joints and repairs.

When the Many Company undertakes a job of protecting a gigantic grain elevator down to the tips of its foundation and up to the tops of its roof . . . its trained engineers not only go down and up but in — THOROUGHLY . . . All disintegrated concrete is chipped out. Cavities are filled with Gunitite reinforced with mesh anchor bolted in place . . . a lasting job. Then comes the protective coating applied in four thick applications; it remains flexible.

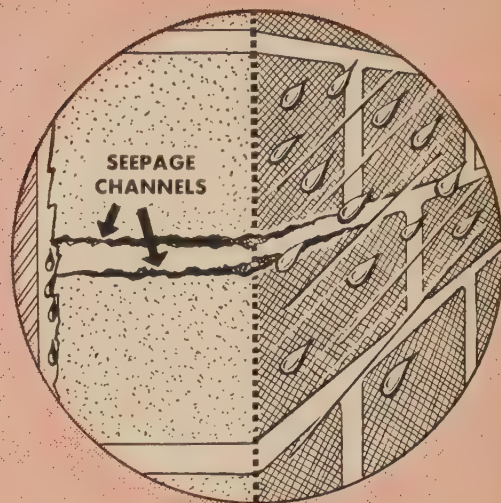
• • •

On request, a B. J. Many Co. senior engineer will inspect your structures, report on his survey and give you a cost estimate for essential repair work. **No obligation.** All B. J. Many work is done by our own experts and guaranteed for 10 years. Call or write us today.

B. J. Many, Inc.
Chicago 2, Illinois

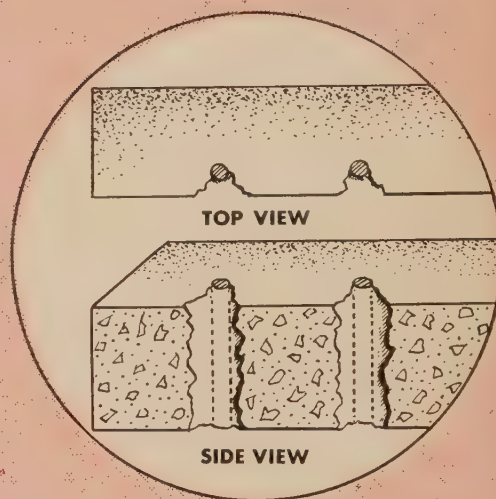
OFFICES

West Long Branch, New Jersey — 409 Monmouth Rd.
Baltimore 1, Maryland — 1100 Baltimore Life Bldg.
Fort Wayne 2, Indiana — 817 Monroe Street
Mobile 3, Alabama — 903-A First Nat'l Bank Bldg.
Birmingham 3, Alabama — 503 North 20th Street
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Jacksonville, Fla. — George P. Coyle & Sons, 412 Park St.
Oklahoma City, Okla. — Stewart Construction Co.,
1357 S. W. 11th St.



MORTAR JOINT

Showing separation crack and seepage channels which allow moisture to penetrate to structural steel and cause irreparable damage



CONCRETE

Showing how reinforcing steel in unprotected concrete has rusted (230% expansion) and spalled off outer layers exposing steel to further deterioration and eventual irreparable damage and strength failure.



AUTHORIZED AGENTS

Pioneer Sand & Gravel Company, Inc.
901 Fairview Ave., N.
Seattle 11, Washington

Northland Masonry Restoration Co., Ltd.
Ft. William - Ontario - Canada
203 Hardisty Street
Toronto - Ontario - Canada
Box 217, Terminal "A"
Winnipeg - Manitoba - Canada
733 Marion Street

even hear the birdies singing when some heavy materials you piled helter-skelter, or bags you neglected to properly "tie-in", decide to go for a trip and land on you.

Carrying sharp tools in a back pocket can lead to plenty of bloodshed. A good mechanic will either leave his tools on his bench or en-

close them in a leather carrying case. In this way no one will be cut or slashed.

Why do some workers try to imitate a mountain goat? They will climb and fight their way over empty boxes and trash to get at something they need, which is behind this mountain of mess. If possible, why not try to move the mess first?

A man is known by the company he keeps. A company is known by the way the men keep it. Keep your machines, the aisles, your lockers, the washrooms in condition to be proud of. Order means control. Control means safety.—*From Arcady Wonderblast.*

LOOKING FORWARD AND LOOKING BACKWARD

By William C. James

Although it is certainly possible to discern important trends in the accident experience of the country through the last half century, in many respects the status of accident statistics is even today somewhat confusing.

Accidental deaths undoubtedly occur less frequently today than in 1900. In fact, in 1900, when there were only 76,000,000 people in the U. S., there were 60,000 accidental deaths. Today there are 150,000,000 people, whose average age is higher, and 91,000 deaths. The population practically doubled in the fifty years, while accidental deaths have increased one and one-half times.

Of course, we know, too, that older people are more susceptible to accidental death. These figures indicate that the chance of being killed accidentally today is substantially less than it was 50 years ago. Unfortunately the same statement can not be made about motor-vehicle accidents alone. In the early years of the century, only about one out of a million persons was killed by motor vehicles, and now 210 out of a million are killed by motor vehicles.

Obviously, this might be expected since the number of vehicles on the road today is 93 times the number in 1910, and every one of these vehicles is traveling farther and faster than 40 years ago.

Since deaths from motor-vehicle accidents have increased only 15 times while the number of vehicles on the road has increased 93 times, it appears likely that there are either fewer bad drivers now than in 1910 or else more alert pedestrians, relative to the total population.

Even so, our chance of being killed by a motor vehicle is less now than it was 13 years ago, when 300 out of a million persons were killed by motor vehicles.

So far as occupational death and injury totals alone are concerned, we have absolutely nothing which extends back to the early part of the

century. Even as late as 1913, the best we can offer is the beginning of a series of frequency rates for six iron and steel companies. In 1913, 60 employees of these companies were disabled per million man-hours of work, the equivalent of one out of five men disabled by accident annually. In 1940, the last year of the series, the frequency rate was 4.5 per million man-hours, or approximately one out of 114 men disabled annually.

Because of improved injury control today, it is possible that some of the persons who were disabled by injury in 1913 would not have been disabled by the same injury today. Nevertheless this fact alone could not account for the tremendous reduction in the injury frequency rate.

The only other field in which accident statistics extend back for a substantial period is the railroad industry. Here again there is strong evidence of improvement. Twenty-five out of 1,000 railroad workers were killed in 1900, 21 out of 1,000 were killed in 1913, 12 in 1920, and only 4 in 1949.

The National Safety Council started the collection of injury reports from its members in 1926. In that year, 1,725 plants reported 32 injuries per million man-hours — those injuries averaging 65 days charged per case.

In 1948, 6,700 plants reported only 12 injuries per million man-hours, with an average time charge of about 95 days per case.

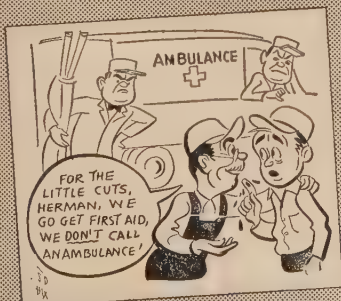
All of these records, fragmentary though they are, show conclusively that our workers are safer today than at any time during this century.

Unfortunately, the continued use of the "shot gun" approach to accident prevention can not be relied on to produce further dramatic improvement equivalent to the improvement in the last fifty years. By "shot gun" approach, I mean the various warnings to be careful, appeals to loyalty through contests, awards, etc., sentimental tear jerkers about the loved ones left behind.

These devices have reached their peak of usefulness. We must now stop to analyze, through detailed study of the real causes of accidents, what was wrong with the training program, etc.

Furthermore, we must agree to standardize our record procedures. If we fail to do this, 50 years from now our successors will be saying again that they cannot evaluate fully the progress made in the last half century because of lack of comparability in the records.

The methods of analyzing and removing causes are known today. Our future success depends on the extent to which we apply those methods. The possibilities for accident reductions are still unlimited.—*From an address at the Midwest Safety Show in Chicago.*



From National Safety News
Published by
The National Safety Council

WARD STANLEY
Kansas City, Mo.



THE PRESIDENT'S CORNER

AT THE PRESENT TIME (and the picture may be intensified before this article appears in print) the loyalty of every American citizen may be up for *self-examination*. Loyalty may well be defined as fidelity to a duty, or to a principle. This nation is intended to vouchsafe to its every citizen protection for "life, liberty and the pursuit of happiness". Pitiably as it is, this quoted phrase is (to far too many) now shopworn.

What Is Liberty?

Life, itself, is so dear that in all civilized countries for all time, the law has recognized and justified the taking of the life of another in self defense! What greater statement could be made to prove the importance of life?

Liberty is the *right* of one to the

free use of his own time and property, without being subject to the call or will of another. This *right* is the power given one, through the coercive power of society, to sustain his liberties.

One parks his car on a public street. It is stolen. He has the *right* to the full power of the State not only to repossess his car, but to also have punishment for the wrongdoer. He is entitled to this right, because he, in like manner, as a part of society, aids in permitting the same right to others.

When is one most happy? Is it not when he is active, alert, self sustaining, building up, creating with a clear conscience and unafraid; when he has confidence in himself, conviction in the rectitude of his course, faith in his friends, his country and his God? These three beneficences

are not granted to us *gratis*. We must protect and guard them with "our lives, our fortunes and our sacred honor".

Loyalty Is Essential

To do this, loyalty is required, and loyalty is not some great monumental finished bulk. It is composed of small "particles" just as much as the "great Matterhorn that shoulders out the sky" is built of small "particles". It begins with one's self.

"To thine own self be true, et cetera" is too trite to finish the quotation. If one is not true to himself, loyalty will not abide with him. If he is not true to a duty, either imposed or assumed, loyalty has no abiding place with him.

A false and foolish statement often heard is "Well, he never deserts a friend", and this is said in praise. There was never a truer statement made than that "circumstances alter cases" nor one more applicable to the fallacy that one who never deserts a friend, shows loyalty.

If one stands by a friend who violates the duty owed to his country, is it loyalty? Is it loyalty to a principle or to a duty? These questions answer themselves. One who "stands by" such a violator does not show loyalty to either duty or principle, but does "cast his lot" with the disloyal and so classifies himself.

It is not a Christian act to kick

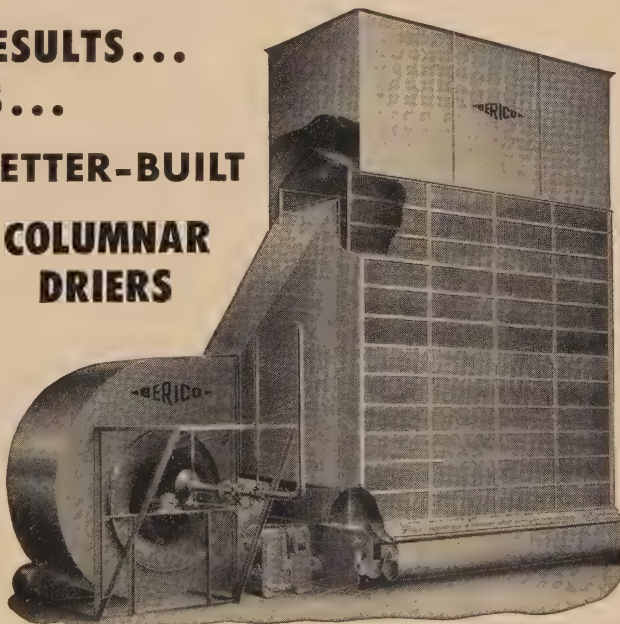
BETTER CROP RESULTS... BETTER PROFITS...

when you use **BETTER-BUILT**

BERICO COLUMNAR DRIERS

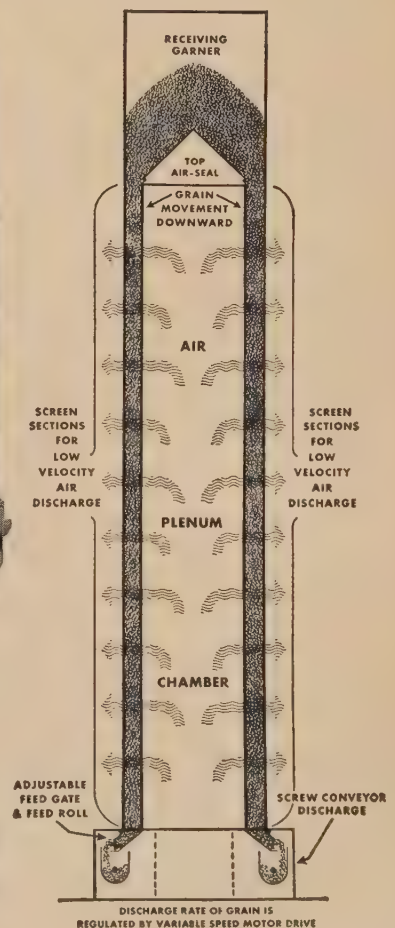
There's more profit for you in drying all types of Grain with **BERICO** Columnar Driers because **BERICO** uses 2 to 3 times more air at low, thermostatically controlled temperatures to approximate Nature's own drying process.

Precision-built, factory pre-fabricated; sturdy, heavy-duty construction; easy to install... **BERICO** features that mean more savings through reduced operating and maintenance costs. Send for recommendations of our Engineers... Data Sheets... Blueprints... no charge, no obligation!



BERICO Columnar Drier shown without fan enclosure. Special high carbon steel woven wire screens, forming 4 sides of dual, free-flowing columns, permit passage of tremendous quantities of low-temperature air through constantly moving mass of grain. Available in sizes for every capacity-need. Operates with Natural Gas, Oil, Butane or Propane.

H. M. SHANZER CO.
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85 BLUXOME STREET • SAN FRANCISCO 7, CALIFORNIA



a man when he is down, nor is it a duty to "stand by" a wrongdoer in such a way as to condone or lend a somewhat respectability to his wrong. It is in fact disloyalty to duty and principle and to one's country. The higher one is in station, who does such things, the greater the offense to loyalty.

"Pretty Boy" Floyd is said to have had very loyal friends among people in the "Cookson hills". John Dillinger had very loyal friends among the hoodlums and the underworld characters in some of our big cities. Would it have been an act of disloyalty to have discovered either of these to the public officials seeking

their apprehension? Was it an act of loyalty or an act of condonation to aid in their further concealment?

Application of Principles

Are not these principles just as sound and just as applicable when applied to the exercise of one of the highest duties imposed upon citizens of a representative form of republican government, such as our country is — the ballot? Is one who tries to buy that ballot really loyal? Does it matter whether the "price" is "current coin of the realm", "crop subsidy", "arousing race prejudice"? Does the difference in the medium of payment take away the taint? Does the

triumph in the purchase change the act from disloyalty?

How dangerous is it to have any thing, any unit of society or government attain power by such acts and then to hear boasts of loyalty! As loyalty is built of many "particles" disloyalty must be put down by many little acts, from the very humblest of our citizenry until the last and highest of such is condemned or retired.

Once, when Washington was hard pressed by the British, and he was among disloyal Tories round about—he said, "Place none but Americans on guard tonight". At this hour in the present state of public affairs we should place none but Americans on guard both day and night.

THE HONOR ROLL

Standing of members who have secured new SOGES members since the last convention. If YOUR name isn't on the list try to put it there by next month.

John Mack	4
James Auld	3
Lee McGlasson	3
Ward Stanley	2
Ralph Yantzi	2
Jack Kitching	2
Paul Christensen	2
Ed. Christie	2
R. K. Krebs	2
Henry Onstad	1
Richard Harfst	1
Wm. Weatherly	1
Sid. Cole	1
Charles Winters	1
Ed. Raether	1
Art Osgood	1
Lewis Inks	1
Felix Schwandner	1
Wm. Gassler	1

Total32

MINNEAPOLIS NOTES

By Carl Thomer

On June 6 the last meeting in the Fall-Winter-Spring series was held at Freddie's, by the Minneapolis SOGES Chapter. The speaker for the evening was Dr. Clyde M. Christensen, Professor of Plant Pathology, University of Minnesota, who gave a slide illustrated lecture on "Relation of Mold to Spoilage and Heating of Stored Grains".

An extensive investigation has been carried on for several years by Dr. Christensen and his staff at the University, and this group of SOGES members, I'm sure, wish to go on record that they will support his program and extend all co-operation possible for his further study.

Bob Ranney, our new president, followed the time honored custom of conducting a short and snappy business meeting. Among friends who have been absent for a while and returned was Vic Champlin, charter member and General Superintendent for Archer-Daniels-Midland Co., now retired. He and his Missus have

Kills

GRANARY PESTS BETTER

When you use LARVACIDE, you get control plus! LARVACIDE not only handles granary weevil and rice weevil, but is also deadly to lesser grain borer, saw-toothed grain beetle, flat grain beetle, Mediterranean flour moth and grain mites. Easily applied when receiving or turning, LARVACIDE's kill includes egg life and larvae. There's no explosion or fire hazard, and LARVACIDE's tear-gas warning cuts accident risk.

KILLS AND REPELS RATS TOO !

LARVACIDE at low economical dosage drives them out on the open floor to die, where they may be swept up without carcass nuisance! Fast acting—overnight exposure. Continuous repellent action easily provided for with LARVACIDE.

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ISCOSPRAY SERVACIDE

Contact and fume sprays with
LASTING KILLING POWER!
Use on bin tops and bin bottoms, when empty.

toured the country for the last 11 months and plan to stay until the robins head South, when he'll do likewise. Genuinely glad to see you, Vic!

Oscar Olsen of Duluth suggested a summer meeting to be held in air-conditioned Duluth. Swell idea, Oscar. We'll come whenever you beckon, and we'll bring our golf clubs and fishing tackle along too. Seems as if Oscar will soon be in politics. Good luck — we're for you 100%.

On Saturday, June 17 a group of SOGES members were invited to the summer home of Frank and Georgiana Kohout on the shores of Minnetonka. The Kohouts went "all out" to see that everyone had a most perfect time: speed boat rides in his Chris-Craft in the afternoon and a bountiful supper in the evening.

About 2 years ago Frank bought the old Bigelow summer home and he has a model to 1/4" scale which shows what his new layout will look like. If Georgiana tells Frank to go and climb a tree, there are three of them growing right through the roof.

Promotion: Elray Dietmeier, for many years Superintendent of Archer-Daniels-Midland Elevator "K", has been transferred to the trading floor at our Minneapolis Grain Exchange. Congrats, "Ditt" we all wish you the success you deserve.

Progress: The Van Dusen Harrington Company are converting their



The Minneapolis SOGES Chapter President turns the gavel over to his successor as the Secretary scowls at frivolities. Left to right: Jim Auld, Secy., Bob Ranney, new President, Ernie Ohman, out-going President, Bob Bredt, National 2nd Vice Pres., and partly hidden Clyde Thorkildson, Chairman Program Committee. Ray Bakkee, new Vice-President, missing from picture. Photo by Carl Thomer

St. Anthony Elevator 1, 2 & 3 houses from steam to electric power. The three steam engines will be replaced by two 300 HP and one 250 HP motors. An electric fire pump and pump house will be added. Major portion of the work will be done by McKenzie-Hague-Simmons Co. and Industrial Electric Co. Both firms are good SOGES members.

RECORD SET BY HERROD

The current meeting of the Kansas City SOGES Chapter had a good attendance; excellent for hot summer weather. However there was one absentee — Roy Herrod — and discussion brought out the fact that

it was the first meeting he had missed since he joined the Society, 10 years ago. His regular attendance has surely set a record!

NEW SOGES MEMBERS

Emery Metzgar, H. M. Shanzer Company, Lake Charles, La.

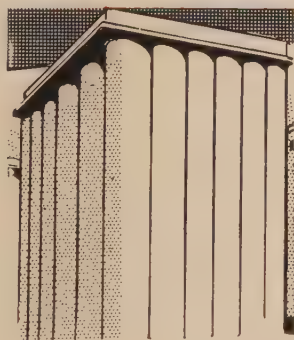
Bernard E. Friel, Research Products Co., Kansas City, Mo. (R).

Harvey L. Goodenough, The Quaker Oats Co., Cedar Rapids, Iowa. (T) (trans. from Ed. Christie's membership).

R. K. Krebbs, Norris Grain Co., Kansas City, Mo.

James A. Gallaher, Farmers Union

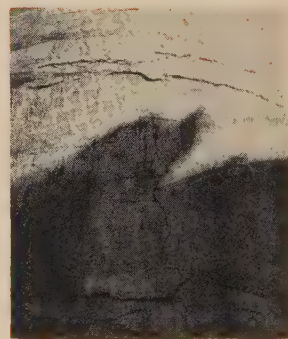
DO YOUR BIN WALLS LEAK?



OUR RESTORATION METHODS INCLUDE:

Concrete Restoration Waterproofing

- Time-Tested Methods
- Time-Tested Materials



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FLINKOTE MATERIALS

STRUCTURAL WATERPROOFING CORPORATION

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228 NORTH LA SALLE STREET

CHICAGO 1, ILLINOIS

Offices in Principal Cities

FOR A BETTER JOB

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ANdover 3-2516

Grain Terminal Assoc., St. Paul, Minn.

Frank F. Vytlačil, The Day Co., Chicago, Ill.

Vern C. Freay, Eastern States Farmers Exchange, Huron, Ohio.

Sidney J. Ross, Imperial Belting Co., Kenmore, N. Y.

Ralph L. Laduca, Frontier Marine Supply Co., Buffalo, N. Y.

R. R. Jones, Coshocton Milling Co., Coshocton, Ohio.

James J. Postema, Illinois Grain & Seed Supply Co., Urbana, Ill.

S. E. Collins, Huntley Mfg. Co., Brocton, N. Y.

E. L. Dobbins, Van Dusen-Harrington Co., Minneapolis, Minn. (R).

Edwin G. Houk, Eastern States

Farmers Exchange, Monroeville, Ohio.

Arthur W. Johnson, Kerr Gifford & Co., Inc., Seattle, Wash.

Richard F. Schuster, Norris Grain Co., Kansas City, Mo.

Boyd Fink, Keystone Elevator, E. R. Bacon Grain Co., Chicago, Ill.

John T. Gassich, Continental Grain Co., Kansas City, Mo.

Donald F. Petersen, Continental Grain Co., Longview, Wash.

(R) Restored to membership. (T) Transfer of membership.

OSCAR FOR SENATOR!

Our own Oscar Olsen, Past President of SOGES has his hat in the ring for state senator. He is said to

be campaigning vigorously in the 57th District of Minnesota, which includes part of Duluth and the North Shore area.

SOGES CHAPTERS AND DATES

1st TUESDAY—Minnesota SOGES Chapter. Robert (Bob) Ranney, Ralston Purina Co., Minneapolis, President; Ray Bakke, Pillsbury Mills, Minneapolis, Vice-President; James Auld, Hales & Hunter Co., St. Louis Park, Secretary.

2nd TUESDAY — Omaha-Council Bluffs SOGES Chapter. Vincent Blum, Omaha Elevator Co., President; W. S. Pool, Nebraska-Iowa Elevator, Omaha, Vice-President; Frank Guinane, Interstate Grain Corporation, Council Bluffs, Secretary.

2nd FRIDAY — Central States SOGES Chapter. M. M. Darling, The Glidden Co., Indianapolis, President; N. R. Adkins, Ralston Purina Co., Lafayette, Secretary.

3rd TUESDAY — Kansas City SOGES Chapter. Andy J. Olson, Cargill, Inc., Kansas City, Mo., President; Robert T. Congrove, Standard Milling Co., Kansas City, Mo., First Vice-Pres.; L. C. Smith, Machinery & Supply Co., Kansas City, Mo., Second Vice-Pres.; R. K. Krebs, Norris Grain Co., Kansas City, Mo., Secretary-Treasurer.

3rd TUESDAY — Chicago SOGES Chapter. Lincoln Scott, Corn Products Refining Co., Chicago, President; Harry Hanson, Glidden Co., Chicago, Vice-President; Dale E. Wilson, Northwestern Malt & Grain Co., Chicago, Secretary.

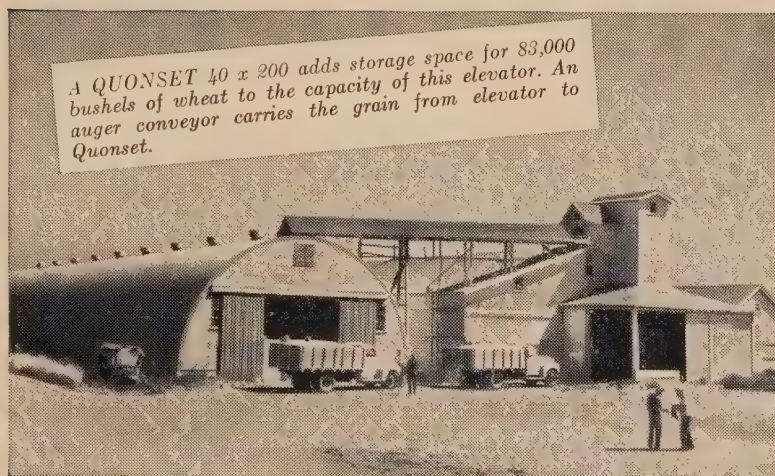
3rd THURSDAY—Buffalo SOGES Chapter. Cornelius Halsted, General Mills, Inc., Buffalo, President; James Burns, Pillsbury Mills, Inc., Buffalo, Secretary.

NEW IIMT OFFICERS

At its recent annual meeting in St. Louis, the International Institute of Milling Technology elected the following officers: President, Esli A. Marsh, St. Regis Paper Company; First Vice President, David P. Swan, Dixie Mchy. & Mfg. Company; Second Vice President, Howard Waldron, Sprout-Waldron Company; Secretary, Richard E. Miller, American Miller and Processor; Treasurer, Russell B. Maas, Screw Conveyor Corporation; Directors, H. K. Swan, Allis-Chalmers Mfg. Company, George L. Smutny, Safety Car Htg. & Ltg. Company, and G. E. Hubler, Jr., Alexander Brothers Company.

CAST OF CHARACTERS

I Won't is a tramp. I Can't is a quitter. I Don't Know is lazy. I Wish I Could is a wisher. I Might is waking up. I Will Try is on his feet. I Can is on his way. I Will is at work. I Did is now the boss.



Protect Your Future— Expand Elevator Capacity Now with Stran-Steel Quonsets

More than 150 commercial elevator operators in 20 states have already erected Quonset horizontal elevator buildings. These farsighted businessmen, by expanding their storage facilities now to take care of the price support emergency, are protecting their futures and acquiring multi-purpose space for more profitable operation.

Minimum-investment Quonsets suitable for elevator operations are obtainable in sizes to store from 10,000 to 100,000 or more bushels safely and economically.

All-steel Quonsets are ideal for grain storage. They're weather-proof, vermin-proof, rot-proof, highly fire resistant—and they're low in cost, quick to erect, and always readily obtainable. See your nearest Quonset dealer today, or write us for detailed information.

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Plants and People

JIM AULD IN SCOTLAND

The perennial secretary of Minneapolis SOGES Chapter, Jim Auld, left for a trip to Scotland on July 1. His wife and daughter had preceded him. He expects to be gone about 6 weeks.

RUSS MAAS IN HOSPITAL

Russell B. Maas, President, Screw Conveyor Corporation, Hammond, Ind., is now in the Memorial Hospital, Elmhurst, Ill., with a case of virus pneumonia. His friends (and they reach into the thousands) join with the staff of this paper in wishing him a speedy recovery.

OMAHA ELEVATOR CHANGES

With the retirement on June 30 of Arthur McKinley as vice-president and general manager of the Omaha (Nebr.) Elevator Company, Charles B. Green was elevated to the general manager's post and H. C. Christiansen became assistant general manager.

McKinley, Green and Christiansen all began their careers as office boys in various units of F. H. Peavey & Company, pioneer Northwest grain firm with which the Omaha Elevator Company is affiliated. Mr. McKinley's retirement from active management comes after 47 years of service.

George W. P. Heffelfinger, president of the Omaha Elevator Company, announced on June 21 that the Board of Directors also re-elected both Green and Christiansen as vice-presidents, and re-named Christiansen as assistant treasurer.

DEATH OF BILL SEWELL

W. S. (Bill) Sewell, milling engineer for the Strong-Scott Mfg. Co., Minneapolis, for the past 27 yrs., died very suddenly in the early morning of June 26. He had been quite active in his work up to the time of his death.

Before going with Strong-Scott, Bill was milling superintendent for the Sperry Flour Co. (now a division of General Mills, Inc.) and was well known to thousands of millers, feed men and grain men throughout the country. His wife and several children survive him.

FRED ROBERTS DIES

Fred L. Roberts, 75, retired grain elevator superintendent, died June 20 at his home after a 2-year illness.

He took his first job with a grain elevator at the age of 19. In 1910 he was made superintendent of the Wheeler Elevator in Ganson St., Buffalo. He became superintendent

of the combined Wheeler & Monarch Elevator in 1920. Mr. Roberts then took a similar position in 1927 with the Lake & Rail Elevator, retiring a year later. Surviving are two sons, Fred W. and Earle R.

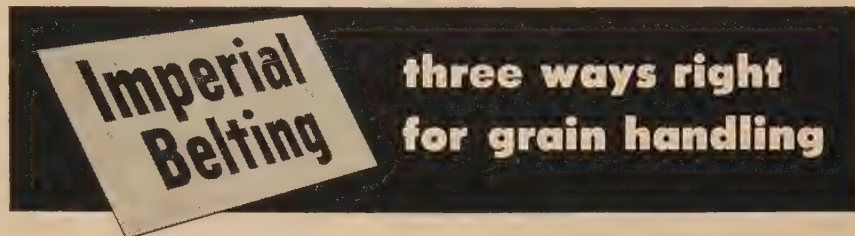
GRAIN PROCESSING FIRMS WIN AWARDS

From the almost 5,000 corporation annual reports for 1949 submitted in the Tenth Annual Survey, conducted by Weston Smith of *Financial World*, eight grain processing companies have qualified for "Highest Merit Award" citations: Arcady Farms Milling Co., Central Soya Co., Froedtert Grain & Malting Co.,

General Mills, Inc., Omar, Inc., Pillsbury Mills Co., The Quaker Oats Co., A. E. Staley Mfg. Co.

The stockholder reports of these companies have thus become candidates for the final judging, and one will be selected for a "Best of Industry" award and presented with a bronze "Oscar of Industry" at the *Financial World* Annual Report Awards Banquet on Oct. 30, 1950, in the Grand Ballroom of the Hotel Statler in New York. A year ago the 1948 annual report of General Mills, Inc. won the trophy for the best report in this industrial classification.

The independent board of judges in this year's competition is under



■ Terminal house grain leg service is rough work for belts. Just *any* "heavy duty" belt won't do the job . . . economically. It takes a heavy duty belt specifically constructed for grain handling service to work without breakdowns, day in—day out, at the lowest cost per ton. That's why grain elevators all over the nation are standardizing on Imperial's BLACK REXALL Belting.

Strength

Base fabric is 37½-ounce silver hard duck, with a tensile strength exceeding 700 lbs. per inch, per ply—35% stronger than the 32-ounce soft duck commonly used in most competitive grain leg belts.

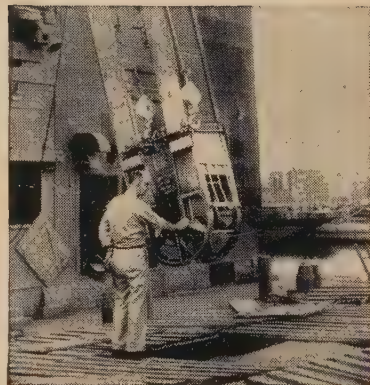
Special Impregnation

Black Rexall is saturated with a special Imperial impregnating compound which conditions the belt for grain service. Black Rexall is not affected by vegetable oils—will not oxidize or deteriorate.

Inner-Locked Construction

Plies are double-stitched with Imperial's Inner-Locking stitches. If a thread is broken or cut, the stitching will not "run."

BLACK REXALL costs less to use because it's designed for one particular type of service . . . grain elevating and conveying. If you want to cut grain handling costs in your elevator, write for literature today.



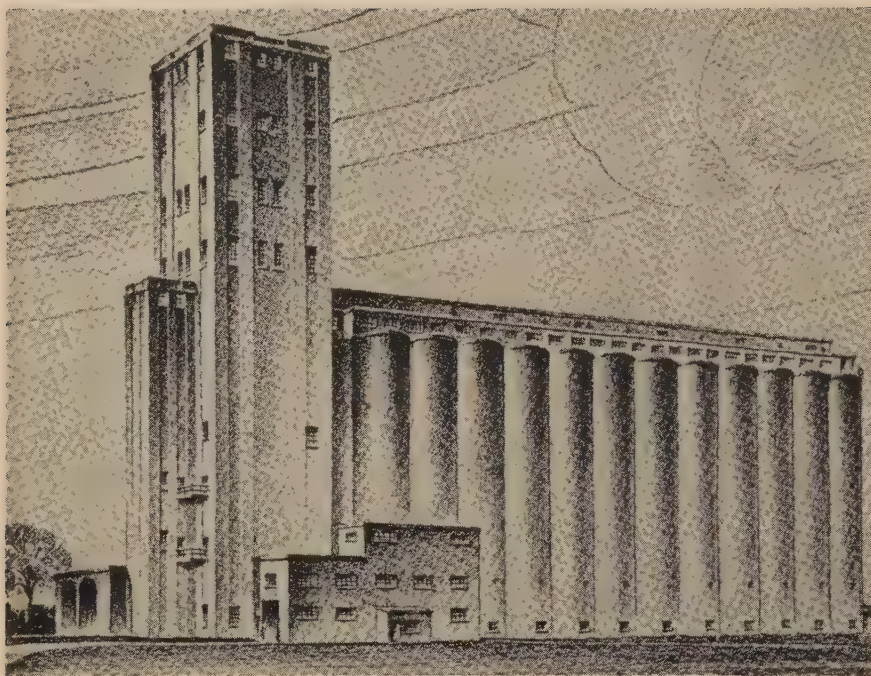
Imperial

Job-Engineered

BELTING

The Right Belt for Each Job

IMPERIAL BELTING CO., 1756 S. Kilbourn Ave., Chicago 23, Ill.



Architect's sketch of new terminal grain elevator being erected at Kansas City, Kans. for the Farmers Union Jobbing Association. The capacity under construction now (completion date about July 1) is 1,157,000 bus. but it has been designed for future expansion to 4,000,000 bus. Since it is located on the flood plain of the Missouri River, 2650 creosoted wooden piles were driven down into the clay to secure a good foundation for the 36 concrete bins. MacDonald Engineering Co., Chicago, is doing the construction work. Design was drawn by Horner & Wyatt, Kansas City, Mo.

the chairmanship of Dr. Lewis H. Haney, professor of economics at New York University, and he is assisted by Carman G. Blough, C.P.A., research director of the American Institute of Accountants; Denny Griswold, publisher of *Public Relations News*; Elmer G. Walzer, financial editor of the *United Press*; Guy Fry, president of the National Society of Art Directors; and John H. Watson III of the National Industrial Conference Board.

RUSSELL MILLER PROMOTIONS

The appointments of W. L. Brisley as manager of the Electric Steel Elevator Division, Russell-Miller Milling Co., Minneapolis, and R. S. Owens as manager of the Occident Terminal Division of Russell-Miller at Duluth were announced today (June 14) by Leslie F. Miller, president of the milling firm.

Brisley succeeds A. L. Burdick, who

resigned recently to form his own grain business; Owens succeeds Brisley as manager of the Duluth elevator.

Entering the company's service as a grain sampler in 1912, Brisley has held several positions with the firm. He has been a member of the board of directors since 1939 and was elected a vice president in 1947.

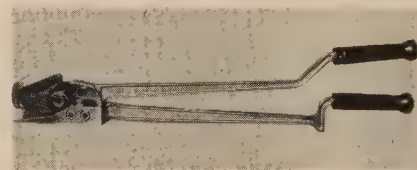
Owens has been with the company since 1925, serving as assistant manager of the Duluth elevator since 1937.

The Occident Elevator Division has a line of 150 grain elevators located in the choice grain areas of North Dakota and Montana. The Electric Steel Elevator Division operates a 4,200,000-bus. elevator at Minneapolis. Other company elevators are located in Duluth and Buffalo, providing a total grain storage capacity of 23,500,000 bus.

IMPROVED HEAVY DUTY STRAPPING CUTTER

Built to withstand hard usage, this improved strap cutting tool has many features. It is lightweight, compactly made and handles easily, yet it has a shearing bite usually found in heavier tools. Cutting blades are sturdily supported to prevent them from springing apart.

The stationary bite blade is easily removed for sharpening. The moving



Signode Heavy Duty Strap Cutter

blade can be reversed, thus providing a new cutting edge. This blade, too, can be resharpened many times. The cutter can be set up as a stationary tool where operations require use of cut-to-length strap.

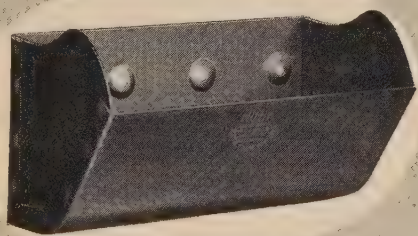
Another engineering feature is the design of the lower blade that easily inserts under tight straps. (Where the blade must be wedged under unusually tight straps, the face of the tool is made to take the blows of a hammer or mallet.)

Field tests that have been going on for some time have proved the new cutter worthy of its purpose and purchase. It is made by Signode Steel Strapping Co., 2652 N. Western Ave., Chicago 47, Ill.

HUSBAND RETIRES

William Husband, of E. R. Bacon Grain Co., Chicago, a past officer of the Chicago SOGES Chapter has retired to take up farming about 40 miles west of the city. A comparatively young man, Bill joined the firm after leaving school. His father before him had also been an officer of the company. The firm operates

**BREAK YOUR CAPACITY
BOTTLENECK WITH**



The width—the height—the depth—the contour—of this bucket have all been scientifically engineered to render the utmost in performance at the hands of users.

NU-HY Buckets scoop up a big load—retain it—deliver it! No backlegging! Elevators using them find they have eliminated the hidden losses which have plagued their operations continually.

IN CANADA: Manufactured and sold under license by Sullivan Mill Equipment, Ltd., 637 Davenport Road, Toronto, Ontario.

Write for Form No. 76 which will enable us to analyze your situation.



the Keystone Elevator in Chicago and the Aberdeen Elevator, Midland, Ont. It does quite a business in New England as well as in the intermediate territory.

"PORT OF LONDON" WITH US

We welcome into our family of advertisers this month — The Port of London — which carries a full page! It is, we believe, the first ad carried by GRAIN from Great Britain and shows the international character and readership of this journal. An invitation is extended to our readers to visit the Port of London booth at the International Trade Fair, Navy Pier, Chicago.

IF YOU OWNED YOUR COMPANY

YOU'VE probably expressed that wish to yourself a dozen times. Well, let's see how it would have worked out for you in 1949. At that time you were one of 8,126 employees. Suppose you had been one of 8,126 partners in the business — or better still, suppose you had been the ONLY employee. You were the boss, the sales manager, the foundryman, the machinist, the office force. Suppose YOU had been the whole works last year, running a one-man business. How would you have made out?

If we take the figures of the company's financial report and divide them by 8,126, we'll know just what would have happened to you in 1949. First of all, of course, you'd have to have \$8,750.33 already in your business, invested in buildings, land, equipment, machinery and such. (That much is invested now for every one of the 8,126 men and women on the company's payroll.) You might have to borrow the money to get started.

Net sales of the company were \$7,650,060 in 1949. Divide that by 8,126. That means that YOUR business had a net sales income of \$9,555.75. That's all the money you took in. That's all you had to work on.

Now, dividing the company expenses by 8,126, we'll find out what YOUR expenses were.

For raw materials, telephone, power, etc., you paid \$5,578.77

For your own wages as salesman, bookkeeper, molder and machinist (the whole works) you paid yourself \$3,381.85

You paid Federal income taxes on your business \$115.67

You paid interest on an earlier loan which came to \$33.98

Some of your tools had to be replaced. That took \$164.69

The man who loaned you the money to get started wanted some dividends, so you paid him \$184.46

And for reserve, or a rainy day fund, you saved out \$95.93

With the exception of 40 cents, due to fractional cents dropped here and there, that accounts for YOUR business last year, if you had been running our company as a one-man affair.

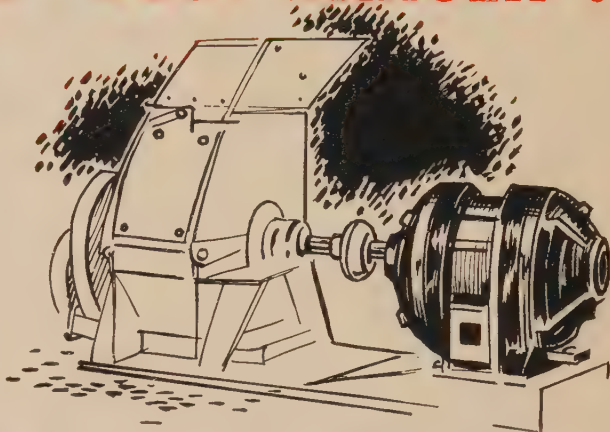
The fellow who loaned you the money to get started received \$184.46. That was 1.23% of your total income and only a 2.1% return for his invested capital. As your one and only stockholder, he isn't getting rich on your business.

That rainy day reserve fund isn't any where near big enough to run your business safely. It's a little over 1% of your total sales. If your competitors made you cut your prices

3% to sell your products, it would wipe out your rainy day fund and you wouldn't be able to pay anything to the man who loaned you the money. Then you would have to take a cut in YOUR wages to come out even for the year. By the way, don't forget that you have to pay a state and federal tax on your own wages!

A big business frequently comes up with some mighty big figures in the annual financial statement. Don't let their size fool you. Cut them down to a one-man business size — YOUR business — and you'll see what they really mean to you.—Hill Folks of Fairbanks-Morse & Co.

REMOVE "DUST DANGER"!



CUT MACHINERY COSTS

Dust ruins machinery—dust costs you money. Dust chokes, clogs and wears. Get rid of dust before it settles ... by clearing it out of the air. Wiedenmann Dust Control Systems greatly reduce dust deposits ... speed production, save machinery, save dollars.

Wiedenmann Systems build your profits many ways ... cut explosion and fire risk, cut house-keeping costs ... reduce insurance premiums and accidents, improve employee morale.

Protect your investment ... give your profits a boost. Write today for FREE SURVEY.

PROTECT YOUR INVESTMENT ... GIVE YOUR PROFITS A BOOST

Write Us Today for a FREE SURVEY!

W. C. Wiedenmann & Son, Inc., Desk G-3
1820-24 Harrison Street
Kansas City, Missouri

Send my FREE COPY of Wiedenmann's brochure on Dust Control Systems at once!

☐ Check if you are considering requesting our Free Survey.

Firm Name _____

Mailing Address _____

City and State _____

Name and Position _____

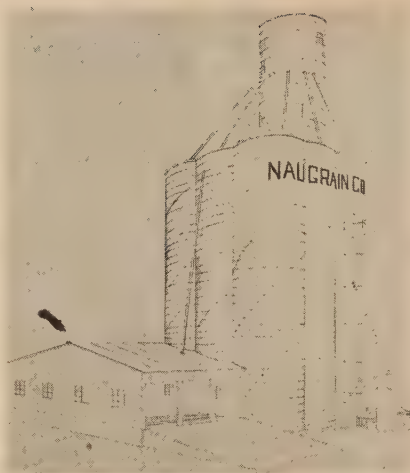


NEW AIR-CELL ELEVATOR

Construction plans for a new mod-125,000-bu. Marietta Air-Cell grain elevator at Plain City, Ohio, were announced last month by the Nau Grain Company. This new installation will be one of the largest of its kind in central Ohio and will be erected by The Marietta Concrete Corp. of Marietta, Ohio.

The new elevator (shown in the illustration) will be of the cluster-type design. The bins will be 80 ft. high with a headhouse rising to a height of 115 ft. The layout of its facilities will permit unusually fast service. Long lines of waiting which usually hamper delivery of grain at the season's peak will be eliminated and the inspection stations are planned separately from the elevator office to expedite handling and movement.

There will be three driveways into the elevator area which will allow three loads of grain to be handled and dumped at any one time. Each driveway will have two dumps, a total of six. The dumps will handle up to 5,000 bus. without elevation into the storage tanks. This feature alone will make it possible to speed up all operations and to handle any conceivable incoming amount. The installation is to be dryer equipped so that all grades of grain can be dried and conditioned before storing. The usual screw or drag system for han-



Architect's drawing of new 125,000 bu. elevator for Nau Grain Co., Plain City, Ohio

dling grain has been replaced in this new design by a belt conveyor system which will prevent the intermixture of grain.

The design of this modern system for handling and storing grain has been developed by the Marietta company. In its construction, the new Marietta lightweight aggregate Air-Cell Stave will be used. This unique construction method permits greater structural strength and its hollow wall design eliminates sweating to provide "bone-dry" grain storage. The wind and fireproof features of this type

of construction will also lower insurance rates and effects a savings which is passed on to the elevator's customers.

All grain handling and drying equipment for the new storage system is being furnished by the Corn States Hybrid Service of Des Moines, Iowa. The excavation, pitwork, foundation and subgrading as well as the electrical construction and machinery installations on this project will be done by the General Maintenance and Engineering Co. of Columbus, Ohio. Harold Wagner of that firm will be in charge of this part of the construction.

PERFORATED SIEVES FOR TWO NEW GRADES OF BARLEY

Under an amendment to U. S. Official Grain Standards for barley issued Mar. 10 by the Department of Agriculture and effective July 1, 1950, two new special grades were added:

Choice Malting Two-rowed Western Barley and Malting Two-rowed Western Barley.

Grading sieves conforming with these amended standards are now available from the Burrows Equipment Company, 1316 Sherman Ave., Evanston, Ill.

Richardson Scale President Dies

Herbert E. Godfrey, President of Richardson Scale Co., Clifton, N. J., passed away on Sunday, June 25 at the age of 69 years.

He had been connected with the Richardson Scale Co. since its inception. He was born in England where he became associated with Henry Richardson at the Avery Scale Co. Leaving England some 40-odd years ago, they came to this country and began the manufacture of automatic scales.

Mr. Godfrey was secretary and sales manager of the company until 1945 when he was elected president. He was well-known throughout the country especially in the grain and feed trade. A widow and two sons survive him.

Insect Spray

The Douglas Chemical & Supply Co. is aiding the campaign against insect infestation by sending a special bulletin to 13,500 elevators and mills urging a clean-up of bins before putting in the new crop, and treatment with the Douglas special mill spray.

Fire and Dust Proof Removable Section

ELEVATORS

ELEVATOR CASINGS

SPIRAL CONVEYORS AND BOXES

SPOUTING AND BLOW-PIPING

THE "MILWAUKEE" CYCLONE DUST COLLECTOR

COMPLETE ELEVATING AND CONVEYING SYSTEMS

L. BURMEISTER CO.

MILWAUKEE (14)

WISCONSIN

"The Mark of a Good Job Well Done"

MORE THAN 10,000 CONTRACTS FOR SPECIALIZED ERECTION COMPLETED IN 22 YEARS

THE INDUSTRIAL ERECTORS, INC.

ENGINEERS AND ERECTORS OF MATERIALS HANDLING EQUIPMENT,
STRUCTURAL SUPPORTS, & PRODUCTION MACHINERY
CHICAGO (8) ILLINOIS

1316 W. CERMAK ROAD

ALL PHONES: SEeley 3-1677

This spray is a long-acting surface spray to be applied on the complete interior of grain storage and handling equipment — before grain is to be stored. It is also an effective spray for treatment of boxcars or trucks before loading. It kills insects that are hidden in cracks and crevices.

Clean out interiors and exteriors of all conveying, processing, handling and storage equipment with vacuum cleaner or other suitable cleaning equipment.

Spray entire area of walls, ceilings, beams, pipes, floors, and all other exposed interior surfaces until thoroughly wet. Spray at the rate of 1 gallon to 750 square feet coverage. Spray or fog bins every time they are emptied during the entire storage season. A Pampco, Aero-master Fogger or other pressure sprayer which delivers a mist spray is satisfactory for this.

The mill spray is safe to use. It leaves no taste or odor in the grain.

PUBLIC CREDITORS

Individual citizens are the biggest creditors of the United States Government. As of last June the public owned \$68.8 billions worth of government bonds—an average of \$466 for each citizen. Next biggest creditor group consists of commercial banks, with private corporations and associations third.

MANAGEMENT'S RESPONSIBILITIES TO EMPLOYEES

By Richard R. Deupree

A clear-thinking, understanding management that is interested in, and knows the employees and their problems has certain responsibilities. There are five points which I consider to be of primary importance. Briefly these goals of management's responsibilities to employees are:

1. A successful business — one that earns regular profits.
2. Steady employment.
3. The opportunity of the individual employee to develop to the fullest extent of his abilities.
4. The employee's chance to become a capitalist.
5. Good working conditions.

Now these objectives have never been reached completely by any one employer, though a great number of companies have taken important steps in this direction. Gains have been made and are constantly being made toward realizing these responsibilities of management.

The first step is management's recognition of the problems of labor; studying the causes and effects in helping to solve those problems. The newer labor leaders must realize their responsibilities, too; they represent a new kind of management on a gigantic scale in their unions.

We have passed through 15 of the most difficult years in the history of this nation. No one can doubt that labor has made more gains in those 15 years than were made in any previous period of three times 15.

Today the great difficulty is to have a sensible meeting of minds between employers and employees on a realistic basis to solve problems in a sane, fair, and equitable way. This is a very, very difficult thing to do with certain situations as they exist in some industries, but again, I say, real progress has been made — *From an address at the Alumni Conference, Harvard Business School.*

THE BARLEY BIN

THE BUYER OF MALTING BARLEY

*By H. C. LAIDLAW
Kurth Malting Co.,
Milwaukee, Wis.*

WHAT ARE the responsibilities of the malting barley buyer? He must buy the barley and according to the individual plant policy he must maintain a supply of barley sufficient for from 6 to 12 months production. To do this he must study markets for the trend of prices; also study deliveries so that he may estimate supply and not end up with too much, or too little barley. He must also study the trend of shipments and the qualities of the various barley types that go into the shipments so that the proper amounts of these types are available to the maltster and the shipper. Each consumer account has very rigid specifications, and many accounts can be lost through the inability of the shipper to send them repeat shipments identical with the previous ones.

So a buyer must keep constantly in mind his stock position, and his

estimate of available supplies in the grain trade, and back on the farm. And above all else his company will cherish him if he does not buy all his supplies at the high point of the market.

Our policy has been to stay in the market each day, to take as much barley as possible when it is available, so as to be able to get along on smaller purchases when shipments are fewer.

For the larger maltsters, this is not enough. When the heavy barley movement is on, they have not enough storage owned or leased to handle the quantity of barley that they will require for 11 or 12-month production period. So they depend upon the elevator companies and their barley buyers to supplement the maltsters' efforts by also buying and storing lots of barley. These lots are purchased from the elevator companies as storage and barley requirements warrant.

Factors To Consider

1.—*Will the barley germinate?* This is of course the major question facing

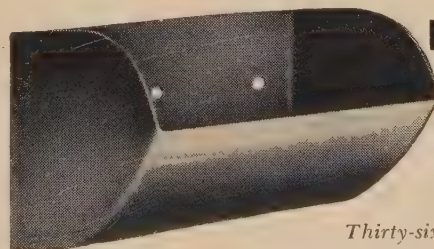


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all buyers, and takes in all the points that follow. The germination of barley is usually excellent if the crop has matured normally, was harvested dry, and was given a chance to cure properly before it was threshed, and of course if the barley was not threshed too closely, and if it does not heat during the storage.

Along this line, I will not buy a car if I find a single heated kernel in the pearl, or if I can detect a musty odor. This barley may germinate, but it may give trouble, and I like to avoid trouble.

As each carlot is purchased, each day it is germinated, and before long the buyer has a record of the areas from which the barley is dormant, or slow germinating, or in which the barley has been damaged by weather, ground mold or is out of condition by reason of high moisture content and so on. So the first question asked by the buyer is "what station is it from?"

2.—*Sprouted Barley.* Then he looks at the sample and digs into the sample box and makes sure that the wheat, if it contains any, hasn't been jarred down into the bottom of the sample. The ideal barley is bright, free from ground damage or mold, its kernels are plump and well filled, and not lean, "hungry" or "shoe-peggy". The buyer watches to see that there isn't sprouted barley in the sample and he estimates the cleaning loss in the barley. Cleaning loss in the barley is determined by the following factors:

(a) *The amount of thin barley present,* roughly all that will pass through a $5\frac{1}{4}/64 \times \frac{3}{4}$ screen. This barley is called "needles" and is sold out as feed barley by the maltster. The percentage this past year varied from 10% in the case of some of the early run barley from favored areas to as high as 25% from other areas. Since barley

"needles" sold from a low of 85c to a high of \$1.20 and the barley cost from a low of \$1.40 to a high of \$1.70 during the past season, the percentage of needles is an important factor in pricing.

(b) *The percentage of wild oats and other grains* which the maltster can remove also is a factor in determining the price paid for the barley. After all, these grains which affect the grading of barley only from the standpoint of soundness and actual grade, are classed by the buyer as dockage. But since they are not allowed as dockage, under federal grain grades, he discounts the price according to what he thinks it will cost him to remove them.

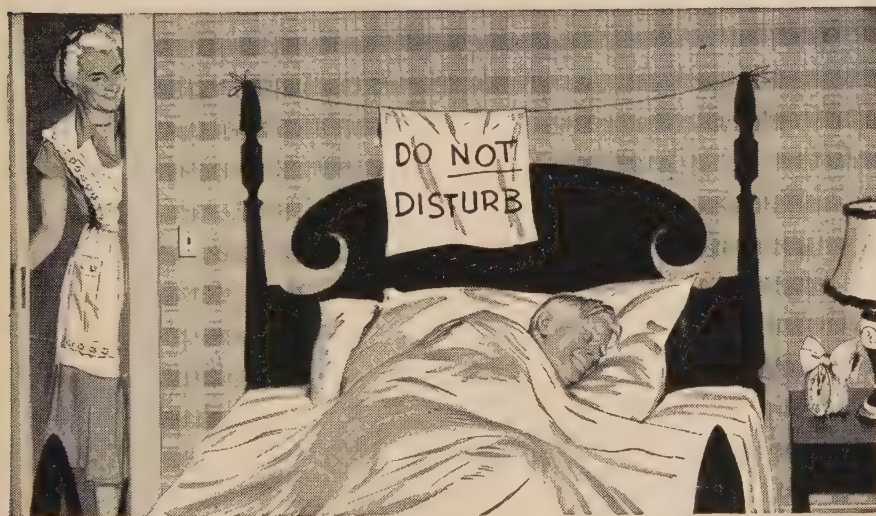
The actual dockage means little to a buyer, because he knows that the sale of that dockage will repay him fairly well for his expense in removing, handling and selling it. But the question of the other grains which are not classed as dockage is more serious as it represents a loss that the maltster cannot recover.

In the case of wheat, and short plump oats the buyer knows that they are impossible to remove completely, and so they will degrade the quality of the malt that will be made from the barley. Also a lot of good barley will be lost in attempting to remove them. For this reason such cars if they are bought at all will only be bought at severe discounts.

3.—*Variety.* Next the buyer considers the variety of the sample. Each buyer has knowledge of the varieties that are most suitable to the procedures in his plant, and which are most in demand by the customers of his malthouse. Naturally he selects the varieties that he prefers first, and offers the best price for them. The truer a sample to variety the more eagerly a buyer will reach for it, and the more mixed a sample is, the less eager the buyer will be.

There is an excellent reason for this. Each variety of barley reacts differently to time of steeping, and to the temperature and other conditions of the germinating compartments. Therefore, if a buyer can build up reasonably pure lots of the various barleys the better job his maltster and his shipper can do. Since mixtures do not behave as favorably in the malthouse as do pure varieties the buyer discounts the barley accordingly, and will only buy a mixture when he can't get pure variety.

4.—*Binning.* After the barley is bought it is binned according to the variety, and the general climatic zone from which it was shipped. In our Milwaukee plant this past year we maintained 27 such selections and malted each separately. Each selection is demanding of space, both as barley and as malt. After



What is so right about this picture?

Is it that Dad's finally retired . . . the old alarm clock gagged for good?

Is it because now Mom won't have to watch him leave for the office any more, looking just a little bit tired?

Or is it because now Dad and Mom will be starting an especially happy time of life *together*?

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cleaning the barley is sized into "Fancy", "Choice" and "Standard".

The more uniform a lot of barley is, as to size, the more uniformly will it malt. Therefore, after cleaning and sizing the barley requires 3x27 or 81 bins. The malt also must be held separate until shipment and therefore, the bin requirement is again increased.

Since not all these bins are full at any one time the question of storage is usually pressing, particularly during the rush of fall barley deliveries. This is when the elevator companies perform a service to both the maltster and the farmer. Should the maltster buyer be the only buyer, he would have to leave the market unsupported as soon as his storage is full. An unsupported market is usually a declining market.

Elevator Buying

It is at this time that the elevators step in and buy barley. In so doing they provide support and help maintain prices. Also they will buy the barley that represents a cleaning problem that the maltster buyer cannot undertake.

By cleaning the objectionable material from this barley they render it suitable for malting. If they did not perform this service such barley would sell at feed prices, instead of somewhere between feed and malting barley prices.

IN THE HOPPER

A film star made \$20,000 a week for many years. The studio told him he would have to take to \$200 cut.

"Heavens!" he whined. "I could not do that. What about the new car I bought today?"

"Today?" said the boss. "What happened to the car you bought last week?"

"Oh that!" replied the star. "The ashtrays are all full."

Don was coming down the street in a barrel.

"What's the idea," growled a cop, "Are you a poker player?"

"No," was the reply, "but I just spent the evening with some guys who are."

In the days of King Arthur there was a very small Knight only 3 feet tall. He looked so awkward on a big horse that he habitually rode a St. Bernard dog. One day, the Knight and his mount were caught in a terrible storm and stopped at a farm house for shelter. The farmer said, "Sure, come on in, I wouldn't turn a Knight out on a dog like this."

A man was consulting a psychiatrist. Among other questions asked:



"I don't think it helped Gilmore much moving him away from the clock."

"Are you troubled by improper thoughts?"

"Why, no," answered the patient. "To tell the truth, doctor, I rather enjoy them."

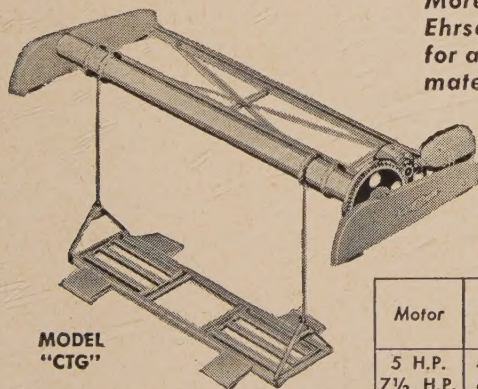
A Scotsman walked into a Western Union office and after filling in a name and address on the yellow blank, asked the cost of a telegram to Denver.

"It's ten cents a word but there's no charge for the name and address

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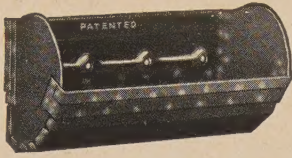
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of the person you're sending it to,
nor for your signature," the clerk
said.

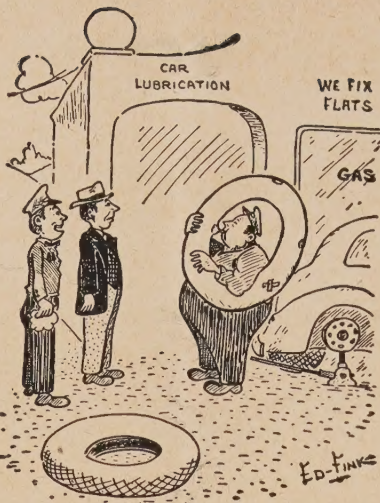
The Scotsman thought a moment,
then scribbled on the yellow sheet.
When he handed the message to the
clerk he said:

"You'd never think to look at me
that I'm an Indian, would you? Well,
I am, lad, and my name is Won't-Be-
Home-Until-Friday."

*A pink elephant, a green rat and
a polka-dotted snake walked into a
cocktail bar.*

*"You're a little early, boys," said
the bartender. "He ain't here yet."*

The visitor to the trading post on
the lake asked the clerk about the
weather for the next day. The clerk
shook his head. Just then an Ojib-



"Ed's experience in politics comes in handy when the compressor breaks down."

way Indian, an odd-job worker about
the place, entered the post. His answer
was immediate: "Going rain—
much." And so it did.

The next day the visitor was again
at the post, eager for expert testimony
on the weather. Fortunately, the Indian
who heard the voices of nature was
also present. This time he said the
weather was to be clear and cool. Again
the forecast was correct.

The third morning the query was
repeated. The Indian smiled: "Dunno.
Didn't hear radio today."

*"Pull over, mister," said the traffic
cop. "You haven't any taillight."*

*The motorist stopped, got out of
his car for a look and was speechless
with dismay.*

*"Well, it's bad, but not that bad,"
said the officer.*

*Recovering his voice, the motorist
quavered, "It's not the taillight that
bothers me, but what's become of my
trailer?"*

A young surgeon received a phone
call from a colleague who invited him
to make a fourth at bridge. "Going
out, dear?" asked his wife, sympathetically.

"I'm afraid so," was the brave
reply. "It's a very serious case. There
are three doctors there already."

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ELEVATOR FOREMAN WANTED —

Intelligent and energetic man, age 25-35 years, with comprehensive knowledge of grain for Ohio elevator. Primarily a soy bean processing plant but also handles wheat and corn. Splendid opportunity with good salary and working hours. For interview write — Box 7G50, GRAIN, 327 S. LaSalle St., Chicago (4), Ill.

Sue: "What are you knitting so diligently?"

Lon: "A sweater. I want to surprise my boy friend."

Sue: "Oh, going to give it to him for Christmas?"

Lon: "No. I'm going to wear it myself."

They were discussing the virility of their love-making. "When I kiss a girl," said the Army, softly, "she knows she's been kissed."

The Navy shook his head, "Mine don't," he said, "they just sizzle for a while, and then say, 'Where am I?'"

The Marine looked at them. "When I kiss a girl," he sighed, "she has to be identified by her dental work."

"All of them?" snorted the Army and Navy, scornfully.

"Not all of them," said the Marine thoughtfully, "some of them just become radioactive."

A ship was torpedoed and several life boats were searching for survivors. A completely bald-headed sailor surfaced by the side of one of the boats, and an Irishman at the oars spotted him. He brought his oar down smack on the man's bald skull. "Sure, 'tis no toime for fooling," said he. "Go down and come up straight."

A young man dropped into a state of coma and it was several days before he fully recovered. Later he spoke of his experience with a party of friends.

"Oh, yes," the young man said in response to a question, "I knew all the time that I wasn't dead, because my feet were cold and I was hungry."

"I see," said one of his friends thoughtfully, "but how did that make you think that you were still alive?"

"Well," answered the young man, "I knew that if I were in heaven I wouldn't be hungry and if I were elsewhere my feet wouldn't be cold."

One of our gals has a boy friend who has been hanging around for a long time but never says anything about marriage.

"The trouble with him," she told her grandmother "He has a bad case of cold feet."

"Tsk! Tsk!" reproved grandma. "In my day a girl didn't find out things like that about a man until after they were married."

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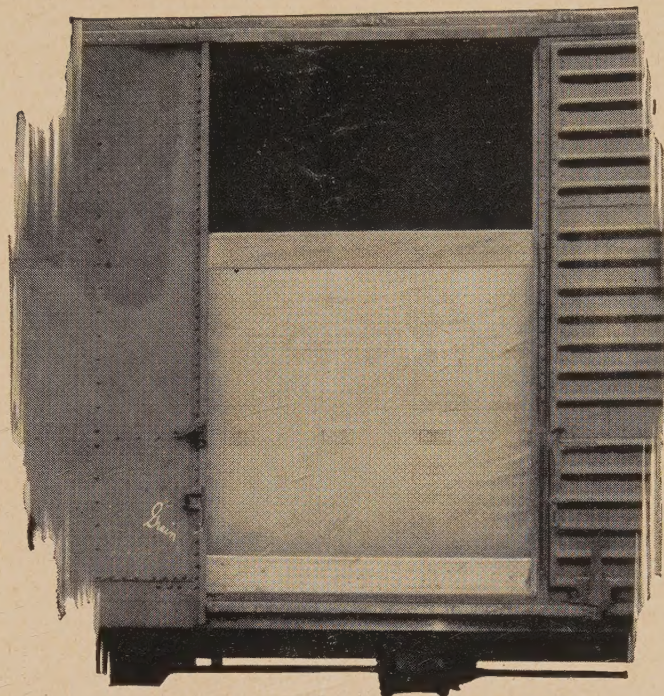
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